

The American Perfumer

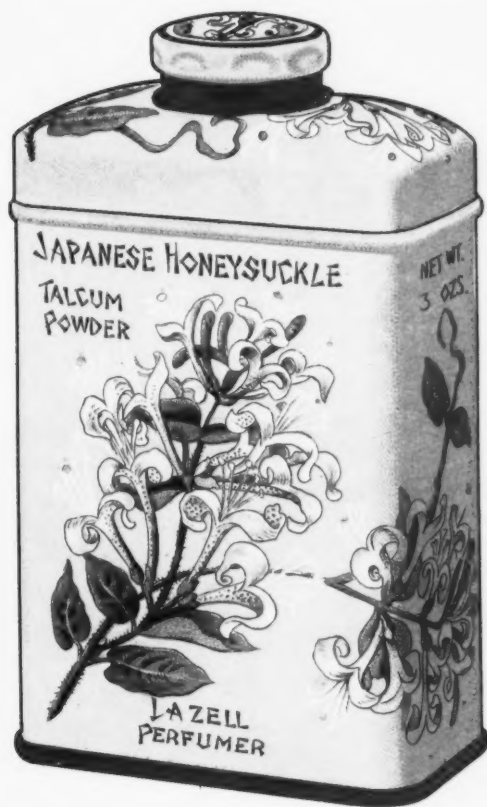
and Essential Oil Review

PERFUMER PUBLISHING Co.

80 MAIDEN LANE, NEW YORK

JUNE 1916

VOL. XI
NO. 4



USED BY THE LARGEST CONSUMER

MUST BE A REASON FOR IT

BERTRAND'S CONCRETES AND ESSENTIAL OILS
PETCHEFF'S OTTO OF ROSE
PURITAN BRAND ESSENTIAL OILS AND
SYNTHETICS

SELLING AGENTS

ROCKHILL & VIETOR FOR

22 Cliff St., New York, 149 No. Market St., Chicago.

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(SEE PAGE IX)

AMERICAN CAN COMPANY

(STOPPER FACTORY)
NEW YORK

GLYZZEROL B

A substitute for

C. P. Glycerine at half the price

Write for particulars.

THE ARABOL MANUFACTURING COMPANY
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ALL GRADES
FOREIGN and DOMESTIC

INQUIRIES SOLICITED

STEARATE OF ZINC

A guaranteed U.S.P. product for use
in Face Powders and Toilet
Preparations

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514 Arch St., PHILADELPHIA

326 W. Madison St., CHICAGO

417 Market St., SAN FRANCISCO

The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.
TEN CENTS A COPY.

NEW YORK, JUNE, 1916

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CONTENTS

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EDITORIAL:		Page.
The Manufacturing Perfumers		88
National Veto on Price Maintenance		88
Changes in Foreign Tariffs		89
Tariff Commission Bill		89
Increased Perfumery Prices		90
Freight Rates on Extracts		91
Ruling on Unfair Trade		92
Babson's Trade Outlook		93
Barbers' Supply Dealers' Meeting		94
U. S. Perfumes Gaining Abroad		95
Cases of U. S. Essential Oil Industry		95
Important Trade Mark Decision		97
Report on Fats and Oils		98
Essentialized Paraffin-Wax		98
Future of Central America		100
FLAVORING EXTRACT SECTION:		
Official Report of F. E. M. A.		101
Freight Rate Classifications		101
Report on Flavoring Extracts		102
Pure Food and Drug Notes		103
Trade Notes		105
New Incorporations		110
In Memoriam		110
Patents and Trade Marks		109
Treasury Decisions		113
Foreign Correspondence and Market Report		114
Soap Materials in Holland		116

THE NEW SOAP SECTION

Our new Soap Section, which we had planned to launch in this issue, will not appear until July. The postponement will permit more careful arrangement of the details and add to the usefulness of the Section to the soap industry.

The plan has met with hearty encouragement in nearly all quarters, the trade seeming to fully realize the necessity for a medium of publicity that will look after the manufacturers' interests in a practical and thoroughly efficient manner.

WAR REVENUE TAX REPEAL.

The indications at Washington are that the war revenue tax bill will be introduced late this month or early in July and that it will repeal the impost stamps on perfumery, toilet goods, etc. As we go to press the Congressmen are getting back to work after the conventions and action may be looked for soon. Our Washington correspondent says:

WASHINGTON, D. C., June 17.—All stamp taxes of the emergency revenue law, which include those on perfumery and cosmetics, are to be repealed, according to a definite statement made tonight by Chairman Kitchin of the Ways and Means Committee, when asked for a forecast of the new revenue bill. Mr. Kitchin said that the bill had not yet been framed by the Democrats of the Ways and Means Committee, but would among other things include taxes on inheritances, incomes and munitions of war.

"All stamp taxes will be repealed," he added. Asked when the effective date of the repeal would be fixed, Mr. Kitchin said the repeal would take effect July 1, but when reminded that Congress could not pass the revenue bill with the repeal clause until after July 1, he said that the repeal would date back to July 1 and the stamps on hand after that date would be redeemed. Just how the matter will be worked out has not been definitely agreed upon by the committee.

The new tax bill will not be made public until the week of June 26, according to Mr. Kitchin. The programme of the leaders called for the consideration during the week of June 19 of the sundry civil ap-

propriation bill, to be followed by the Army appropriation bill. Then the revenue bill will be reported to the House and immediately taken up for consideration. "The revenue bill will not be ready until the week after next," said Mr. Kitchin.

Early in June the Democratic members of the House Ways and Means Committee began actual work on the preparation of the much looked for bill. Secrecy marked the deliberations of the revenue makers as they sat behind closed doors. The meetings were held in the Capitol building instead of the big committee room in the House Office building.

Members in the conference pledged themselves not to give out any information as to the deliberations of the committee in advance of the actual framing of the bill.

It may be stated, however, with definiteness, that the perfumery taxes will not be continued by the committee. Whether or not the schedule has been voted on in committee cannot be learned, but it was stated by one in authority that no final vote, action or decision had been taken on any of the provisions of the bill. In the same breath it was stated that the stamp taxes will not be continued. From this information the inference was plainly given that the stamp taxes will be abolished.

As the sentiment among the committeemen from Chairman Kitchin and Representative Rainey down is against the stamp taxes, it is a certainty that the vote to abolish the taxes will be carried almost if not unanimously.

It is believed the principal consideration so far given by the committee to the measure relates to the income and inheritance tax provisions and proposed taxes on munitions of war. It is not believed any consideration has been given to renewing the perfumery stamp taxes and the vote to abolish them will be without much consideration as all recognize that they are obnoxious and productive of but small revenue.

As this report is written many of the members have not returned from the Democratic National Convention in St. Louis. Since June 3 the House and Senate had an agreement not to transact important business until June 20 after the political conventions. At this writing the bill has not been completed by the Democratic members in their preliminary conferences. After it is finished the Republican members will be called in and action by the full committee taken.

Director Joseph E. Ralph of the Bureau of Engraving and Printing, which prints these stamps, recently asked the House Committee on Appropriations for \$17,940 for 1,500,000 sheets of emergency revenue stamps. Mr. Ralph said there was a "very good stock" of the stamps on hand.

He added if the law should be repealed he would not need the \$17,940.

THE MANUFACTURING PERFUMERS

"Where shall the next convention be held?" is the subject of a referendum vote of the members of the Manufacturing Perfumers' Association. Three cities are candidates: New York, Atlantic City and Chicago. The Executive Board at its meeting on June 1 decided upon April 10-12, 1917, as the date. The place the Board left to the members.

Requests have been sent out to members urging them to canvass for new members.

"Summer Comfort Week" has been suggested as a substitute for holding a "Perfume Day" throughout the country, as was mooted at the recent annual convention of the association. The Executive Board has approved the substitution and there will be a "Summer Comfort Week" in the last week of July, beginning on the 24th.

Drug, dry goods and department stores, and other establishments retailing the products of the perfume industry

PROSPERITY AND FOREIGN TRADE.

"There is an increasing tendency these days to take stock of our industrial, commercial, and financial situation," said Dr. Edward Ewing Pratt, Chief of the Bureau of Foreign and Domestic Commerce, Department of Commerce, in an address before the Southern Wholesale Grocers Association at Memphis. "It is a most encouraging tendency, for in the not far distant future we are going to be put to a great test—perhaps a greater test than that which we passed so successfully during the dark days that followed the declaration of war. We are now, or should be, thinking of the great readjustment. It is stock-taking time."

"The prosperity of the United States is almost unprecedented. All parts of the country are sharing in the advantages of a great production, of high prices, and continually increasing profits. Our products even at high prices are in great demand, not only at home but abroad as well."

"Enormous as has been the increase in our domestic trade, that increase is scarcely to be compared with the increase in our foreign trade. At the present rate our foreign trade will amount to \$6,300,000,000 for the fiscal year ending July 1, 1916."

will be asked to make, during the "Summer Comfort Week," special displays of toilet waters, talcum powders, creams and such other goods as tend to increase the user's comfort during the hot weather. Suggestions for such displays, as well as other means of focusing the attention of the public upon our goods during the period specified, will be given in detail in a folder that is now in course of preparation.

This folder will also contain a directory of the names and addresses of the active members of the association and a list of the products that they manufacture. These products will be referred to by general names instead of by brands. The folders will be supplied to active members free of charge for distribution among their dealers, salesmen and others.

"Summer Comfort Week" will remind people of any little purchases which they would otherwise forget to make. It will encourage them to buy groups of articles instead of only single articles. The result will be: more business, more profits, less work.

"Summer Comfort Week" marks the first step in an aggressive campaign contemplated by the Manufacturing Perfumers' Association with a view to increasing the consumption of perfumes and other toilet preparations, by bringing those products, their manifold benefits, and their many uses, to the attention of a larger part of the buying public.

NATIONAL VOTE ON PRICE MAINTENANCE

Referendum No. 13 of the United States Chamber of Commerce was a decided victory for the maintenance of resale prices, as practically exemplified in the Stephens-Ashhurst bills. Two proposals were submitted. The results of the balloting were as follows:

1. There should be Federal legislation permitting the maintenance of resale prices, under proper restrictions, on identified merchandise for voluntary purchase, made and sold under competitive conditions.

tions. 690 $\frac{1}{4}$ votes in favor; 236 $\frac{3}{4}$ votes against.

2. Federal legislation should take the form of an amendment to the Trade Commission Act defining the conditions under which price cutting is an unfair method of competition and authorizing the Federal Trade Commission to prevent such price cutting in interstate and foreign commerce. 548 votes in favor; 289 votes against.

In accordance with the vote, the Chamber is committed to the first proposition in that more than one-third of the voting strength of the Chamber was recorded, and more than two-thirds of the votes cast, representing more than 20 States, were in favor of the proposition.

Among the organizations recorded as voting in the affirmative on both propositions were the following:

- Manufacturing Perfumers' Association.
- Flavoring Extract Manufacturers' Association.
- National Manufacturers of Soda Water Flavors.
- National Wholesale Druggists' Association.
- Barbers' Supply Dealers' Association of America.

The National Manufacturers of Soda Water Flavors qualified their affirmative vote on proposition 1 by stating that in their opinion the term "proper restrictions" should have been more clearly defined and that their ballot was not cast in favor of open and unrestricted privilege.

CHANGES IN FOREIGN TARIFFS

A report on the latest changes and developments in foreign tariffs has just been issued by the Bureau of Foreign and Domestic Commerce, Department of Commerce. In addition to the usual notices of recent changes, actual and proposed, in import and export duties, customs regulations, and internal taxes of foreign countries, this publication contains the more important embargo and contraband provisions, an important summary of the regulations affecting commercial travelers in Central America, and articles on a number of other subjects more or less intimately connected with foreign tariffs. There is a timely discussion of the antidumping legislation of Australia, Canada, and the Union of South Africa, and an interesting article on the probable revival of German commercial influence in Russia after the war. The report is designated "Foreign Tariff Notes No. 19," and may be had free of any charge upon application to the Bureau of Foreign and Domestic Commerce or to any of its district offices.

TARIFF COMMISSION BILL.

A revised bill for a permanent nonpartisan tariff commission on lines suggested by President Wilson, and which it is said has received his full approval, has been introduced in the House by Representative Rainey, of Illinois, ranking Democratic member of the Ways and Means Committee.

The bill provides for the appointment of six commissioners at \$10,000 a year each, no more than three to belong to the same political party. The first appointments are to be made for two, four, six, eight, ten and twelve years, after which the terms of office of all are to be for twelve years. The chairman and vice-chairman must be appointed biennially.

The duties of the commission will be to investigate the administrative and fiscal effects of the customs laws of this country, relations between the rates of duty on raw materials and finished products, effects of ad valorem and of specific duties, all questions relative to the arrangement of schedules and classification of articles in the law and to

put all information in its possession at the disposal of the President, the House Ways and Means Committee and the Senate Committee on Finance.

The measure gives the commission full power to investigate the tariff relations between the United States and foreign countries, commercial treaties, preferential provisions, the effect of export bounties, preferential transportation, the volume of importations compared with domestic production and of conditions, causes and effects relating to competition of foreign industries, including cost of production and dumping.

WOULD AMEND PATENT LAW.

Two bills designed to amend certain sections of the patent law have been passed by the House and are now pending in the Senate. These bills would amend Sections 4894 and 4931 to read as follows:

"Section 4894—All applications for patents shall be completed and prepared for examination within one year after the filing of the application, and in default thereof, or upon failure of the applicant to prosecute the same within one year after any action therein, of which notice shall have been given to the applicant, they shall be regarded as abandoned by the parties thereto, unless it be shown to the satisfaction of the Commissioner of Patents that such delay was unavoidable.

"Provided, however, that no application shall be regarded as abandoned which has become the property of the Government of the United States and with respect to which the head of any department of the Government shall have certified to the Commissioner of Patents, within a period of three years, that the invention disclosed therein is important to the armament or defense of the United States.

"Section 4931—Patents for designs may be granted for the term of three years and six months, or for seven years, or for fourteen years, as the applicant may in his application elect, and that during the term of letters patent for a design heretofore or hereafter issued for one of the shorter terms, the owner thereof may at any time, but not later than thirty days prior to the expiration of the term for which said patent was issued, file with the Commissioner of Patents his election of one of the longer terms provided for by law, said application being accompanied by an amount of money equal to the difference between the fee paid for the patent as issued and the fee that would have been required to be paid had the applicant for said patent originally elected such longer term plus twenty per centum. The Commissioner of Patents shall thereupon amend and modify the letters patent issued in such case so as to include the unexpired balance of such longer term so elected by the owner of said letters patent."

BARS EXAGGERATION IN ADS.

In defining more clearly than ever before what constitutes dishonest advertising through the mails, the United States Supreme Court holds in effect that advertisers even though they give purchasers value received, are guilty of fraud if, by exaggerated advertising propaganda, they have led clients to expect more. Officials declare the decision will pave the way to scores of prosecutions and make possible the enforcement of a much more stringent Federal supervision of mail advertising.

The opinion was announced by Justice McKenna, reversing the District Court in Southern Florida which quashed an indictment against officials of the New South Farm and Home Company. The indictment charged unlawful use of the mails in selling ten-acre farms. The Florida Court held that if a purchaser received his money's worth exaggerated propaganda was not fraud. Justice McKenna

took the position that it was an offense if the article sold did not serve the purpose represented, no matter what the value might be.

In discussing what constituted a criminal offense under the statute governing the use of the mails, Justice McKenna said:

"Mere 'puffing' might not be within its meaning, (of this, however, no opinion need be expressed,) that is, the mere exaggeration of the qualities which the article has; but when a proposed seller goes beyond that, assigns to the article qualities which it does not possess, does not simply magnify in opinion the advantages which it has, but invests advantages, and falsely asserts their existence, he transcends the limits of 'puffing' and engages in false representations and pretenses. * * *

"When the pretenses or representations or promises which execute the deception and fraud are false they become the scheme or artifice which the statute denounces."

District Attorney Swann, of New York, says the decision tends to strengthen the New York law against dishonest advertising. Since Jan. 1 he has warned numerous advertisers and taken steps to prosecute others.

INCREASED PERFUMERY PRICES.

We have received from A. A. Vantine & Co., Inc., New York, a copy of their Price List No. 10, effective June 15, 1916, together with a statement of reasons why their wholesale prices have been advanced. This statement is so clear and cogent that we quote it in full:

When the European war broke out, we paid \$7 a pound for a certain product that we use in our laboratories.

Today that product costs \$80 a pound.

Another product for which we paid \$1.35 a pound a year and a half ago now costs \$20 a pound.

Still another product has jumped from \$3.50 a pound to \$14.

A whole string of other products shows an advance of over 100 per cent.

But, it isn't only our laboratories that are feeling the pinch of the extraordinary conditions prevailing today.

Our finishing department is paying higher prices than ever before for bottles, jars, metal caps, sprinkler tops, boxes, labels, etc.

Even our shipping department is feeling the effects of the war in the shape of increased prices for wrapping paper, twine, cases, box strapping, etc.

There's hardly a thing we use, whether it's manufactured here or abroad, that hasn't been caught in the whirl and risen in price.

Immediately upon the outbreak of the war, we bought and contracted for, at normal prices, heavy stocks of everything required in the production of Vantine's Oriental Perfumes and Toilet Requisites. These stocks were sufficient to carry us over a long period. While they lasted we were able to maintain our old established prices.

Now, however, an immediate change is necessary. The stocks of material bought at normal prices are being replenished at war prices—and you know what that means.

We had to do one of two things:

Either maintain our prices and lower the quality and depreciate the reputation of our goods by using inferior material;

Or, increase our prices and maintain the quality that has

A NEW TIP ON PUBLICITY.

(By Roger W. Babson, Noted Mercantile and Statistical Expert.)

The question of advertising is one to which all business men should now give careful attention. Statistics show that the average merchant and manufacturer advertises most heavily during periods of prosperity, and economizes on his advertising during depression periods, when he really needs it the most. **WE URGE ALL, THEREFORE, TO START A RESERVE FUND FOR PUBLICITY DURING THE NEXT PERIOD OF DEPRESSION.** In most lines at the present time the greatest problem is that of filling orders, not of taking them. Practically every section of the country offers excellent sales opportunities. In planning a campaign for the future, however, we urge salesmen to give more attention to the sections which have not fared so well during the war rather than to those sections which have been enjoying such tremendous prosperity.

given our goods their enviable reputation among the most fastidious and discriminating users of perfumes and toilet preparations.

To straddle was out of the question. We had to stand pat either on our prices or on our quality.

So we did the one thing that your and your customers' confidence in the integrity of Vantine's Oriental Perfumes and Toilet Requisites permitted us to do; we increased our prices, but not one cent more than absolutely necessary.

Your former margin of profit on our goods is in no way affected as the relation of retail to wholesale prices is the same as that prevailing under our old price schedule.

Our former margin of profit remains unaffected. As a matter of fact, on certain items it is slightly less than heretofore. For us to have attempted to profit by the present unprecedented conditions would have meant blindly sacrificing the future for the present.

Our idea in raising our prices was not to increase our profits, but to protect our reputation. The reputation of Vantine's is the foundation upon which has been erected a business known and esteemed the world over. It represents over half a century of fair dealing—of giving a full dollar's worth of value for every dollar received. Upon it we depend for your continued patronage. Upon it you depend for your customers' continued patronage. To have deviated in the slightest degree from the standard of quality maintained for our goods would have torn down in a day what it has taken years to build.

On and after June 15, the wholesale and retail prices of Vantine's Oriental Perfumes and Toilet Requisites will be those quoted in Price List No. 10.

Orders received, or post marked, before June 15, and shipped after that date will be billed at our old prices.

A comparison of Price List No. 10 with the previous price list reveals the fact that the perfumes have been increased in price an average of 40%, the range being from 14% to 100%, the latter applying to assorted extracts in half-ounce packages. The average increase in 22 toilet waters is also 40%, ranging from 25% in

the case of 4-ounce size to 55% in 8-ounce size. Most of the 4-ounce toilet waters have been increased one-third. In the case of 46 sachets the increase has been from 20% to 100%, averaging 50%. Face powders have not been increased, but the three talcum powders have been raised an average of about 20%, placing all of them on a 25c. retail basis. Face creams have been continued at the old prices, but soaps have been increased about 17½%. Two tooth preparations have been increased 25%, but all the other miscellaneous products except one have not been increased.

In our April issue we urged that the perfumers take advantage of the present situation as to high cost of raw materials, packages, etc., by raising their prices to a reasonable level, not only to compensate themselves properly for the increased cost of doing business, but to make such changes as even a return to normal conditions would warrant.

Heavy as the increased costs have already been, a continuance of the great war for another year will force the prices of many raw materials, especially French floral products, to such levels that the perfumers will have real cause for alarm; and the limited production in southern France may make it impossible for late buyers to obtain supplies at any price. We are not extremists nor alarmists, but we cannot refrain at this time from sounding a note of warning to those who may feel that conditions have been exaggerated.

PERFUMERY IMPORTS LOWER.

The quarterly report of the Department of Commerce for the second and third quarters of the year 1915 gives the comparative value of imports entered for consumption in this country as follows:

	Quarter Ending June 30, 1915.	Quarter Ending Sept. 30, 1915.
Essential and distilled oils.....	\$734,004	\$589,848
Perfumery, cosmetics and toilet preparations.....	630,129	631,461
Soaps, all kinds.....	195,614	155,336
Spices, etc.....	2,267,240	999,323

On essential oils the values in the first two quarters of this year were very close, each showing a gain over the latter part of 1914. Perfumery, soaps and spices show substantial advances in imports. The result is not so satisfactory for the second and third quarters.

The oil statistics show the following import items, among others, for the quarter ending September 30, 1915, values being stated: Anise, \$50,188; bergamont, \$9,354; citronella and lemon grass, \$76,189, a loss of \$39,000; Jasmine, \$14,514; lavender, etc., \$44,966; lemon, \$63,242; neroli, \$9,838; orange, \$23,943; origanum, \$9,657; peppermint, \$4,595; rosemary, \$2,164; otto of rose, \$12,962. Lemon made a drop of about \$145,000 from the previous quarter. Anise and Jasmine show substantial gains.

In the perfumery statistics, among the items in the July to September quarter of 1915 are the following: Bay rum or bay water, \$60; floral essences containing no alcohol, \$58,086; floral or flower waters, containing no alcohol, n. s. p. f., \$13,095; perfumery, including cologne, and other toilet waters, articles of perfumery, whether in sachets or otherwise, and all preparations used as applications to the hair, mouth, teeth or skin, such as cosmetics, dentifrices,

including tooth soaps, pastes, including theatrical grease paints and pastes, pomades, powders and other toilet preparations, containing alcohol, \$157,627; same not containing alcohol, \$273,729; substances, preparations and mixtures, odoriferous or aromatic, used in the preparation of perfumes and cosmetics, n. s. p. f., not containing alcohol, \$148,528. All of these items except one show small decreases from the previous quarter.

In soaps for the July-September quarter of 1915: Castile, \$98,400; medicinal, \$312; toilet, perfumed, \$26,629; toilet, unperfumed, \$22,728; all other kinds, \$4,721. All of these items, except castile, show decreases from the previous quarter, the loss in perfumed toilet soaps amounting to nearly \$25,000. Castile alone gained about \$8,000. The total drop on soaps for the quarter was about \$40,000.

FREIGHT RATES ON EXTRACTS.

The Flavoring Extract Manufacturers' Association holds its seventh annual meeting this month at Atlantic City. It will be bigger and more instructive than its predecessors. It will boom good fellowship in the industry and it will show the members how to increase their prosperity.

There are so many things in this direction to be considered that all cannot be enumerated here, but on the one important item of freight rates there surely will be "something doing." Extract men, both in and out of the association, will be deeply concerned in the movement to get lower freight rates for their products. See page 97 of this issue. Extract manufacturers who are not in the association should go to Atlantic City June 28 and help along the good work in this matter and in other equally vital directions.

"OUTLOOK'S" AID WELCOMED

The May 24 issue of *Outlook* contained a genuine revelation in publicity so far as it relates to the perfumery and soap industries. An extremely well-written article in the "Department of Industrial Progress" was devoted to the subject of "Keeping the Nation Clean and Healthwise." The writer put forth facts regarding the perfumery and toilet goods industries in forceful fashion and backed up what he said with several pages of good advertising. It might be called a symposium of cause and effect. The text certainly was calculated to call attention to the value of the goods offered in the advertisements. The whole presentation is something that is enlightening in perfume publicity and there ought to be more of it.

"SHORT RATE" FOR ADS. IS LEGAL.

Judgment has been given by Judge William C. French in the Camden (N. J.) District Court in the suit of the Matos-Menz Advertising Company, of Philadelphia, against the Fitzgerald Soap Company for \$38.93. The decision establishes the liability of advertisers for payment on the short rate basis if they fail to accept the number of insertions originally contracted for. The judge holds that the defendant in failing to accept the number of insertions covered by the contract automatically incurred the short rate charge for the space that was used. The court finds that the contract is not only legal, but imposes no hardship on the advertiser.

AMERICAN CHEMICAL SOCIETY.

An attendance of more than 800 marked the fifty-second meeting of the American Chemical Society at the University of Illinois, Urbana-Champaign. It was definitely decided to proceed with the publication of the ten-year index to Chemical Abstracts at a cost of about \$30,000. The next meeting of the society will be held in New York city in September coincident to the second National Exposition of Chemical Industries to be held here at that time. The spring meeting for 1917 will be held at Kansas City, Mo., with one day's session at Lawrence, Kan., at the University of Kansas.

The total number of papers offered at the session was 283. These were among them: "The Effect of Ageing on the Constants of Chinese Wood Oil," by D. F. McFarland and H. R. Lee; "The War and the American Chemical Industry," by Raymond F. Bacon.

Francis A. J. FitzGerald, of Niagara Falls, was elected president of the American Electrochemical Society, to succeed Lawrence Addicks, of New York, at the twenty-ninth meeting of that organization in Washington last month.

PHARMACEUTICAL CHEMISTS.

The ninth annual meeting of the American Association of Pharmaceutical Chemists was held at Cedar Rapids, Iowa, May 30 to June 1. Many valuable reports and papers were presented, particular interest being centered on the reports of the Committee on Standardization, the Committee on Revision and Discontinuance of Non-Scientific Formulae, the Committee on Costs and Overheads, and the report of a special Committee on Prior Rights and Trade Mark Specialties, by George C. Hall.

All of the officers were re-elected as follows: President, B. L. Maltbie, Maltbie Chemical Co., Newark, N. J.; first vice-president, E. S. Holt, Howard-Holt Co., Cedar Rapids; second vice-president, J. W. Haynie, Columbus Pharmacal Co., Columbus; secretary-treasurer, Dr. C. H. Searle, G. D. Searle Co., Chicago, Ill.

The three new directors chosen to serve for a term of three years were: R. E. Cain, Swan-Myers Co., Indianapolis, Ind.; O. F. Schmid, of the O. F. Schmid Chemical Co., Jackson, Mich.; and D. H. Lohman, of the Lafayette Pharmacal Co., Lafayette, Ind.

A. PH. A. MEETS IN ATLANTIC CITY.

The sixty-fourth annual meeting of the American Pharmaceutical Association will be held at Atlantic City, N. J., from September 5 to 9. The first council session will be held on Monday, September 4 (Labor Day) at 7:30 p. m.; the first general session on Tuesday, September 5, at 11 a. m., and the final general session on Friday, September 8, at 2 p. m. Headquarters of the association will be at the Hotel Chalfonte.

The American Conference of Pharmaceutical Faculties and the National Association of Boards of Pharmacy have decided to meet in Philadelphia on Thursday, August 31, Friday, September 1, and Saturday, September 2. After adjournment, the members of these bodies will go to Atlantic City to attend the sessions of the American Pharmaceutical Association the following week.

It is better business to hire new help that is honest than to spend time watching dishonest help.

OUR ADVERTISERS—XVIII.

W. H. WHITTAKER CO.,
245 Front Street, New York.

Importers and Exporters Talc, Clay, Minerals.

PERFUMER PUBLISHING Co.,
80 Maiden Lane, New York.

Gentlemen: We were of the first to advertise in this medium, and as we are still with you, it is self-evident that we are entirely satisfied.

Yours very truly,
W. H. WHITTAKER Co.

RULING ON UNFAIR TRADE.

It is indicated in a conference ruling just published by the Federal Trade Commission, that refusal of a manufacturer to sell to a retailer because that retailer may cut the retail price on the article would be construed as an unfair trade practice. A complaint such as this, involving the sale of syrup, was called to the attention of the Commission, but as an anti-trust suit has been made of it by the Department of Justice, the Commission refused to take any action. The conference ruling published by the Commission is as follows:

"On application for the issuance of a complaint, it appeared that a corporation engaged in interstate commerce in the manufacture and sale of syrups, refused to sell its products to a wholesale grocer in another state, because this grocer advertised and sold these products at prices lower than those made by other jobbers, which conduct was unsatisfactory to the manufacturing company. After the commission had instituted an investigation, but before its completion, the complaining party notified the commission that the matter had been amicably adjusted to its entire satisfaction, and that it desired that the application should be dismissed. It also appeared that there is pending a suit filed by the Government against the manufacturing corporation, brought under the Sherman Anti-Trust Act.

"Held, that under all circumstances, the matter having been thus satisfactorily adjusted as between the parties, and the Government having brought suit under the Sherman Act, it does not appear to the commission that a complaint should be issued."

FAVORS METRIC SYSTEM PLAN.

Commissioner Joseph Hartigan, of the New York City Bureau of Weights and Measures, is one of those in favor of the plan for the adoption of the metric system for domestic and foreign commerce. The National Conference on the Weights and Measures of the United States has adopted a resolution Mr. Hartigan introduced at the recent session in Washington held under the auspices of the Department of Commerce, Bureau of Standards. The resolution follows:

"Resolved, That this, the National Conference on the Weights and Measures of the United States, records its approval for the adoption of the metric system by all interests in the United States, to be applied in trade, commerce and industry. And, further, be it recommended that local weights and measures officials cause the attention of merchants, manufacturers, boards of trade and chambers of commerce to be attracted to the advantages and facilities of the metric system for both domestic and foreign affairs, and be it further resolved that the committee on the metric system be empowered to circulate through the medium of journalism, such as daily, weekly and monthly newspapers, magazines and such other periodicals, trade, commercial, scientific, political and economic information relating to the metric system."

BABSON'S TRADE OUTLOOK.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

The summer of 1916 promises to be the most prosperous which United States business men have ever seen. A survey of the business barometers, is very encouraging, but a period of reaction must eventually follow. Security prices have already begun to discount the change and, except for temporary rallies, the general movement of stocks during the coming months should be downward.

Never before has production reached such a volume as at present. Our blast furnaces are every day turning out more than 100,000 tons of pig iron, compared with an average daily iron production for the past five years of about 75,000 tons, while unfilled orders of the Steel Corporation have swollen to nearly the 10,000,000 ton mark. Our copper output for this year, judging from the present rate, should be fully 2,000,000,000 pounds, an increase of 35% over the average of the last five years, and the production of our other metals is going on at a similar record-breaking pace.

Thus far the greater part of the enormous output of both raw and manufactured products has been the natural result of the under-production and, of course, also to the increased needs of Europe due to the war. Merchants have been refilling their shelves. Eventually, however, our production will be carried too far. Our mines, mills and factories will not stop when the shortage of goods has been made up, but will keep on and over-expand until another "rest" period is forced upon them.

Even now we advise manufacturers to use caution in their purchases of raw materials. Of course there are certain raw commodities, such as pig iron, lumber, rubber, and hides, which may safely be bought in large quantities. The Babson Index, however, shows that most basic industrial commodities have already reached levels where it is not advisable to buy very far ahead.

The improvement in the failure situation is really remarkable. During April the failure liabilities amounted to less than half those of last year and they were the smallest for that month since 1912. If we consider the larger number of firms in business, the current reports are the most favorable since 1906.

There are still a good many smaller firms falling out, but for the most part credit conditions should be excellent during the coming months. In this connection we urge wherever possible, the use of trade acceptances, as these should greatly improve collections.

New building continues to increase and is now heavier than it has been at this season for the past four years. High costs of materials, together with transportation and labor difficulties, however, are holding in check a large amount of speculative building which would otherwise be under way.

Enormous strides in our foreign trade have been made during the last year. Our manufacturers, merchants and bankers are at last beginning to realize that in order to take advantage of these great opportunities they must discard haphazard methods and systematically organize a campaign for foreign trade, just as they have done for domestic trade.

The new system of free collection of checks between all members of the Federal Reserve Banks is an innovation of considerable importance. This plan is scheduled to go into effect July 15. It means that after that time it will no longer be necessary for member banks to carry deposits in the larger mercantile centers to cover the balances incurred by the clearing of checks drawn through them on other member banks.

The main factor in our monetary situation is that of gold imports. It is easy to see that inasmuch as the importation of \$1,000,000 in gold will offset more than \$5,000,000 of bank loans inside this country, any extended inward movement of gold will have a tremendous influence toward easy money.

Whether issuing bonds or borrowing for shorter terms, however, we caution clients against becoming over-extended.

ed. Business is not always going to be so brisk as it is now, or profits so large. Bear this in mind when assuming new fixed charges.

Considerable advance has recently taken place in stock prices, especially the rails. This movement, however, is only like the others which have always occurred on long swings downward. For any investor to try to play these short swings is an extremely dangerous practice, especially so at this time when the general trend of the market is downward. The big men in the stock market use these rallies to sell stocks, not to buy them.

As far as this year is concerned, fundamental conditions point clearly to excellent mercantile business, and plans can be made safely this far ahead. On the other hand, we know that there is going to be a period of reaction. Every merchant and manufacturer, then, must keep this fact in mind and avoid becoming over-extended, either in the matter of borrowing or in stocks of goods. Remember that however efficient our new Federal Reserve system may be, it cannot take the place of careful forethought and judgment on the part of individual bankers. To investors we say—don't get confused, but study fundamental conditions thoroughly. this year!

THE STANDARD PRICE BILLS.

The fight at Washington on the anti-price cutting bills, of which several are pending in Congress, continues to wage. The principal measure is the Stephens bill and well informed persons at the capital say it will be reported from committee and passed, at least in the House.

Important amendments have been made to this bill. One amendment enables retailers to discontinue the sale of one line of merchandise and take on another agency. Under the old bill dealers could not close out stocks on hand, but under the new bill they can do this, but the manufacturer must first be given an opportunity to take the goods at the retailer's cost price. As a necessary check against fake closing out sales it is provided that if a dealer wishes to discontinue a line of merchandise, and the manufacturer has declined to take the goods off his hands, he shall file a statement with the Federal Trade Commission stating the reason for such sale. A second closing out sale of the same goods would be evidence to the Commission of false pretense.

The Stephens bill in its present form presents fewer objectionable features than any similar measures. It is good enough to stand the test of experience, with the expectation of further amendment as flaws may be discovered.

THE REAL CENTRAL AMERICA.

Central America as it really is, as a thriving and progressive section of our hemisphere, rich beyond measure in resources that have only been scratched, is the subject of a new handbook issued by the Bureau of Foreign and Domestic Commerce, of the Department of Commerce. Romantic soldiers of fortune and exciting revolutions have been entirely overlooked by the author, Mr. Garrard Harris, who has furnished interesting reading in his stories of the agricultural, industrial, and commercial revolutions that have brought about so many important changes in Central America in recent years.

The author is concerned largely with the prospects for American trade and American capital in this promising region, which actually covers more square miles than the combined area of the whole of New England, New York, Pennsylvania, New Jersey, Maryland, and Ohio. The title of the handbook is "Central America as an Export Field," Special Agents Series No. 113. It contains 229 pages, including seven half-tone illustrations and one map, and is

for sale at 30 cents by the district offices of the Bureau of Foreign and Domestic Commerce and by the Superintendent of Documents, Government Printing Office, Washington.

THE FINLAND PHARMACOPŒIA.

The new edition of the Finnish Pharmacopœia contains short monographs on a number of essential oils, the details and the tests for which are as follows:

ANISEED OIL.—Specific gravity at 20° from 0.980 to 0.990; it congeals at 17°, and is soluble in three times its volume of 90 per cent. alcohol.

CAMPHOR.—Should melt at 175° to 178°.

CINNAMON OIL.—Specific gravity at 15° from 1.023 to 1.040; it is soluble in three times its volume of 70 per cent. alcohol.

CLOVE OIL.—Specific gravity at 15° from 1.044 to 1.070; it is soluble in twice its volume of 70 per cent. alcohol.

LEMON OIL.—Specific gravity, 0.855 to 0.861; it is soluble in twelve times its volume of 90 per cent. alcohol.

MUSTARD OIL.—Specific gravity at 15° from 1.022 to 1.025.

MENTHOL.—Should melt at 43° to 44°.

PEPPERMINT OIL.—Specific gravity at 15° from 0.900 to 0.910.

ROSE OIL.—Specific gravity at 30° from 0.850 to 0.863; it solidifies at 18°.

SANDALWOOD OIL.—Specific gravity at 15° from 0.973 to 0.985; it dissolves in six times its volume of 70 per cent. alcohol.

THYMOL.—Melts at 50° to 52°.

EXPORT OPENING FOR PERFUMERS.

A field for trade expansion is offered to American perfumery and toilet soap manufacturers in the Caucasus district, which has a population of more than 12,000,000, according to Consul F. W. Smith, stationed at Tiflis, Russia.

One or two of the leading soap and perfumery houses of Great Britain and France have obtained a part of this trade, but the chief competition has come from Russian manufacturers, who turn out fairly good products at reasonable prices. Many of these factories, however, are at Riga and their work is temporarily suspended because of the war. Russian toilet soap, as a rule, is soft and highly scented and comes in rectangular and oval cakes about the size of Pears' soap, or slightly larger, retailing at 5c. to 50c.

Perfumery of all kinds and at all prices is in demand. The greater the novelty the greater demand if the article is properly advertised. In these lines anything can be sold provided it is well advertised, always in stock and cheap. It is suggested by the consul that the best way to do business is through a commission agent, who sells to wholesale dealers and large retailers. The next best course is to establish connections with one or more large wholesale houses.

"Points to be kept in view are," Consul Smith says: "Credits are indispensable, and under no conditions should cash with order be suggested; it is best to have no dealings with a firm which you cannot have confidence in. Quotations should be made c. i. f. Russian port (at present Vladivostock), whence goods should be sent by parcel post. If an agent is appointed he should always keep a good stock on hand. In fancy soaps and perfumery the public, as a rule, does not know what it wants until it is told, and advertising is the best way to convey the information. Placards, posters in Russian, Armenian and Georgian, and street car and moving picture theatre advertising are better than newspapers. Correspondence should be in Russian, or, if this is impracticable, in French. English is not generally understood. It would be well to send a complete line of samples to one of the large firms with a definite proposal, made as attractive as possible."

THE EFFICIENCY DELUSION.

"As a general proposition the cult of 'efficiency' has not made good," says the *Confectioners' Journal*. "Many of the pretentious apostles of How to Do Things have been found to be themselves far from being practically efficient."

There is a growing impression that, in the long run the experienced owners and managers of large concerns are able to get along quite satisfactorily in securing a reasonable amount of work from their wage earners and in looking after economic leaks. Sometimes it's money saved to be a bit old fashioned." This is the opinion, as reported of Prof. E. M. Hopkins of Dartmouth College who says:

"Thousands of dollars are wasted yearly," he asserted, "in hiring and firing workmen on a basis of their facial curves or the coloring of their complexions. *That blondes are more enthusiastic than brunettes, or convex-faced men are more gifted in executive ability than concave-faced men is pure nonsense.* This sort of pseudoscience should be avoided by all employers."

BARBERS' SUPPLY DEALERS' MEETING.

Fred Kruger has been appointed chairman of the local entertainment committee for the forthcoming annual convention of the Barbers' Supply Dealers' Association, which will be held in Detroit on August 8-10. The headquarters will be at the Tuller Hotel and arrangements have been made for ample space for the exhibits, which in recent years have formed such an important feature of the conventions of this association. Information can be obtained by addressing the secretary of the association, G. G. Thomas, Des Moines, Iowa.

THYMOL FROM HORSEMINT.

That the commercial production in this country of thymol from horsemint may be profitable is indicated by recent investigations of the U. S. Department of Agriculture. In the past it has been imported from northern Europe, where it is manufactured from ajowan seed, grown in northern India. Now that the European war has reduced these importations from over 18,000 pounds in 1914 to a little more than 2,000 in 1915, it is believed that to some extent the demand can be supplied at home. For several years the Department of Agriculture has been conducting experiments with horsemint, which occurs as a common weed in many localities, these experiments have resulted in improving the plants by selection to a point which it is said warrants the use of horsemint for the commercial production of thymol.

The investigations indicate that by distilling the improved plants an average of 20 pounds of oil per acre may be obtained from first-year plantings, and that in succeeding years the yields should be at least 30 pounds per acre. The phenol content of this oil may be assumed to be about 70 per cent., almost all of which is thymol. The yield of thymol per acre of horsemint, therefore, should be for the first year a little less than 13 pounds, and for succeeding years a little less than 20 pounds. As the average price of thymol for a number of years has been about \$2 a pound, the gross returns per acre from a horsemint plantation are estimated at about \$25.72 for the first year, and \$38.58 for each succeeding year.

U. S. PERFUMES GAINING ABROAD

Manufacturers Hope to Keep New Trade After War Ends

Not the least of the benefits which the chemical industry has derived from conditions arising from the war is the expansion of the sale abroad of American perfumery and toilet preparations, according to interviews recently gathered in New York City. The increased price of most of the raw materials, necessitating the establishment of higher quotations on these articles, has restricted the development of this business to some extent, it was explained, particularly in those markets where cheapness is essential, but in spite of this adverse influence many houses report that their trade with foreigners has expanded fully 25 per cent. since the beginning of the war.

Prior to August, 1914, Germany was the leader in supplying other nations with perfumeries and toilet preparations, with France a close second, dealers here say. The elimination of Germany as a source of supply has opened many markets to the United States, where American products had a comparatively small sale before. This is particularly true of South America, although the exports have not been confined to any one section, but have gone also to neutral countries of Europe, the Far East and Australia. The cheaper goods have found the best market, manufacturers asserted, and have been generally regarded as satisfactory as the German articles which they replace.

Confidence was expressed by the merchants who were interviewed that the trade gained now would be held after the war in competition with Germany. It was stated that the prejudice which had existed in favor of the German goods was being rapidly overcome and that the trade was getting accustomed to the American toilet preparations. Many customers have reported that the American manufactures are considered superior to those used before the war, the only objection being to the higher prices that are charged. It was pointed out that, after the war, American producers would probably be able to reduce their prices because of a greater supply of raw materials, while the Germans would be unable to sell at the quotations prevailing before the war because of higher labor costs.

"American houses are going after the foreign business as they never did before," said the representative of a large concern. "Advertising campaigns have been started, the results of which are just beginning to be seen, and sales-

men have been sent out in many countries. Special attention is being paid to the requirements of different markets, and efforts are being made to supply just what is wanted. As an example of this, we have established new brands and new packages, particularly for export use. The most unfavorable factor in the present situation is the necessity to charge higher prices than usually prevail. Temporarily, this does not prevent sales in any large degree, but it tends to create the impression that American goods are more expensive than the foreign product. This will naturally tend to cause a reversion after the war to former sources of supply. On one of our grades of toilet water, which has a wide sale in South America, we have been forced to increase the price from \$27 to \$45 a gross; the demand is well maintained, but we will have to come down if we hope to hold the market."

Reports from consular agents received by the Department of Commerce recently emphasize the opportunity which is offered for an extension of the sales of American perfumes. Progress of the American manufacturer in the market is frequently recorded, while the statement is made that toilet preparations made in the United States are well liked. As indicating the position of the American industry in foreign trade before the war and the methods best adapted to its improvement, the following report from Vice Consul John S. Calvert, stationed at Buenos Ayres, is interesting:

"Very little perfume is manufactured in Argentina. The imports of perfumes in this country in normal times amount to approximately \$1,200,000 per annum. Of this 77 per cent. is supplied by France, 10 per cent. by Great Britain, 6 per cent. by Germany and the remaining 7 per cent. by various countries. The total imports of perfumes from the United States during 1913 were valued at approximately \$25,000.

"The French have been in this market so long that it is difficult to say just what success American perfumes would have without a long and patient selling campaign."

Government statistics for 1915 show the value of exports of perfumeries, cosmetics and toilet preparations during that year was \$2,183,426, compared with \$1,513,816 in 1914 and \$1,574,710 in 1913. Exports during December 1915, were almost double those for the corresponding month of 1914.

CENSUS OF U. S. ESSENTIAL OIL INDUSTRY

A summary of the general results of the 1914 census of manufactures for the essential-oil industry was issued June 1 by Director Sam. L. Rogers, of the Bureau of the Census, Department of Commerce. It consists of a statement of the quantities and values of the products manufactured, prepared under the direction of Mr. William M. Stewart, chief statistician for manufactures. The figures are preliminary and are subject to such change and correction as may become necessary upon further examination of the original reports.

Returns were received from 108 establishments engaged in the industry in 1914, the total products of which for the year were valued at \$2,565,361. This total comprised essential oils, valued at \$1,289,482; 917,690 gallons of witch-hazel extract, valued at \$575,938; and other products to the value of \$699,941. At the census of 1909 there were reported 74 establishments with products valued at \$1,773,304. Of this amount, \$1,111,805 represented the value of essential oils, \$419,793 the value of 691,823 gallons of witch-hazel extract, and \$241,706 the value of all other products. The value of all products in 1914, therefore, was \$792,057, or 44.7 per cent. more than in 1909. These products do not include synthetic or artificial oils, of which there is a con-

siderable production, notably of synthetic oil of wintergreen. They do include the essential-oil products of two establishments in 1914 and six in 1909, engaged primarily in other branches of manufacture.

Including the by-products and the essential oils distilled for others, the total production in 1914 comprised 363,991 pounds of peppermint, valued at \$601,617; 94,209 pounds of spearmint, valued at \$238,074; 41,178 pounds of black birch, valued at \$67,691; 6,000 pounds of wintergreen, valued at \$24,538; 4,702 pounds of wormwood, valued at \$9,040; and oils of camphor, cedar, cloves, lemon, parsley, patchouli, pennyroyal, sandalwood, sassafras, tansy, etc. to the value of \$348,522. The production of essential oils by all establishments in 1909, comparable with the figures just given, comprised 305,781 pounds of peppermint, valued at \$519,079; 33,400 pounds of spearmint, valued at \$83,283; 67,053 pounds of black birch, valued at \$102,045; 22,281 pounds of wintergreen, valued at \$68,983; 1,989 pounds of wormwood, valued at \$9,514; and other essential oils to the value of \$328,901.

The value of the annual output of essential oils, as a group, increased by 16 per cent during the 5-year period. The production of peppermint increased 19 per cent in quantity and 15.9 per cent in value; that of spearmint increased 182.1 per cent in quantity and 185.9 per cent in value; that of black birch decreased 38.6 per cent in quantity and 33.7 per cent in value; that of wintergreen decreased 73.1 per cent in quantity and 64.4 per cent in value; and that of wormwood and other essential oils increased 5.7 per cent in value. The output of witch-hazel extract increased 32.6 per cent in quantity and 37.2 per cent in value.

Of the 108 establishments reported for 1914, 53 were located in Michigan, 29 in Indiana, 7 in Connecticut, 6 in New York, 3 in New Hampshire, 3 in New Jersey, 2 in Pennsylvania, and 1 each in California, Kentucky, Massachusetts, Tennessee, and Wisconsin.

The comparative statistics for 1914 and 1909 are summarized in the following table:

	1914, ¹	1909, ¹	Per cent. increase, ² 1909-1914.
Number of establishments.....	108	74	45.9
PRODUCTS.			
Total value	\$2,565,361	\$1,773,304	44.7
Essential oils, value	\$1,289,482	\$1,111,805	16.0
Peppermint:			
Pounds	363,991	305,781	19.0
Value	\$601,617	\$519,079	15.9
Spearmint:			
Pounds	94,209	33,400	182.1
Value	\$238,074	\$83,283	185.9
Black birch:			
Pounds	41,178	67,053	-38.6
Value	\$67,691	\$102,045	-33.7
Wintergreen:			
Pounds	6,000	22,281	-73.1
Value	\$24,538	\$68,983	-64.4
Wormwood:			
Pounds	4,702		
Value	\$9,040	\$338,415	5.7
Other essential oils, value.....	\$348,522		
Witch-hazel extract:			
Gallons	917,690	691,823	32.6
Value	\$575,938	\$419,793	37.2
All other products, value.....	\$699,941	\$241,706	....

¹ Includes output of 2 establishments in 1914 and 6 in 1909 which were engaged primarily in other industries.

² A minus sign (—) denotes decrease.

³ Includes essential oils valued at \$135,662, distilled for others.

Criticism Made of the Census Figures.

Some criticism is made by representative members of the trade of figures given in the above summary of the Census Bureau's findings in connection with the production of essential oils in 1914, as compared with 1909. The output of wintergreen leaf oil or true gaultheria is especially mentioned as indicating incompleteness of the figures presented in this summary.

"That there has been a steady increase in the manufacture of wintergreen leaf oil since the pure food law went into effect cannot be doubted," said one of the

critics, "but to just what extent the output has grown is something that not even Government census takers would be able to learn with any approach to accuracy. The make by individual producers is small and the combined output but a fraction of the quantity of its substitutes, birch and synthetic wintergreen oils, consumed."

As to the decrease of 38 per cent. in the output of oil of black birch between 1909 and 1914 as shown by the census table there is said to be reason to believe that the figures may be approximately correct, the falling off being due to the exhaustion of raw material in some manufacturing districts.

The government figures show an increase of 19 per cent. in the output of peppermint oil in 1914, as compared with 1909, or 363,991 pounds, against 305,781 pounds for the two years respectively. Private statistics, however, indicate that the increase was much greater, as 1914 was a "bumper" year, the crop yielding something over 600,000 pounds. The annual consumption is now placed at 400,000 pounds, against about half of that quantity twenty years ago.

TALC INDUSTRY PROGRESS.

Talc or soapstone is now being shipped regularly to Great Britain from South Africa, a development in the industry which has taken place since the beginning of the European war. The South African talc is being supplied from the Barberton district, but it is also found in Rhodesia. The *British and South African Export Gazette* says that its discovery is almost a romance, and pays a tribute to the patience and perseverance of the man who was solely responsible for it. The *Gazette* says:

"For over six years he has continued his prospecting work, often in the face of ridicule, and more frequently of calumny. Thus the early history of the Rand repeats itself. Today the man who has developed this industry bids fair rapidly to become a millionaire, for French chalk is a commodity that is used in enormous quantities in a multitude of diverse industries, and the only limitation to the demand for the South African product will be the difficulty of securing tonnage. South Africa and the motherland will be the richer for what, but for the times, would rightly be regarded as a sensational discovery of unusual magnitude."

The United States, however, is not only the largest producer, but also the largest consumer of talc and soapstone in the world; and although producing much more talc than all of the other nations combined, this country imports some of the finer grades from France and Italy. The quantity produced in the United States in 1913, as reported by the United States Geological Survey, was 149,271 short tons, valued at \$1,280,020.

New York is the leading producer, with an output for 1913 of more than 54 per cent. of the total production of the United States, and far outranking all other States except Vermont, which has in recent years greatly increased, having a production in 1912 and 1913 of more than half that of New York. Of the total output in 1913, by far the greater portion, 147,529 short tons, was sold as ground talc; 238 tons as pencils or blanks for making gas tips, etc.; and 1,504 tons were sold rough as it came from the mine.

Consul Felix S. S. Johnson, reports that there are located in the Kingston (Canada) consular district two talc deposits, one at Madoc and the other at Eldorado. The greater part of their output is milled locally. Both mines and mills were in active operation at the end of 1915, showing a record output of over 12,000 tons. The deposits are said to contain plenty of talc. That at Madoc occurs in a series of overlapping more or less upright lenses, the greatest width of the talc body being about 60 feet. A depth of 250 feet has been reached in the workings. Most of the output is sent to the mill at Madoc, and a small quantity of the crude is shipped to the United States.

The talc at Eldorado contains rather a large admixture of quartz, which occurs throughout the talc body in small lenses and has to be cobbled out. The value of the talc exported to the United States from the Kingston consular district in 1915 was \$60,843.

IMPORTANT TRADE MARK DECISION OF U. S. SUPREME COURT ON NAMES AND DAMAGES

By HOWARD S. NEIMAN, of New York

The Supreme Court of the United States has handed down a decision of considerable importance upon the subjects of the definition of geographical terms as applied to the Trade Mark law and the liability to damages of fraudulent infringers.

This decision broadens the definitional scope of arbitrarily selected words entitled to trade-mark registration and indicates that the Supreme Court recognizes a difference between trade names composed of words, one of which may of itself be geographical and the other of general application, and those composed of words, one of which may of itself be geographical and the other carrying a reference to the articles to which it is applied.

The decision further clearly explains the application of the law of damages in those cases in which a division of the profits cannot be predicated upon any superior intrinsic value that may be possessed by the infringing articles.

It will be read with general interest by everybody interested in trade marks, for it sets forth the highest court's dictum on these points.

Wolf Bros. & Co., and its predecessors have employed the words "The American Girl" as a trademark for shoes continuously since 1896, and extensively advertised their shoes under that name. The defendant, Hamilton-Brown Shoe Co. adopted the words "The American Lady" for shoes in the year 1900, with full knowledge of the complainant's rights.

In the original trial the Circuit Court of the United States dismissed the bill.

Upon appeal, the Circuit Court of Appeals of the United States held that the words "The American Girl" were geographical, descriptive of shoes made in America, and were not an arbitrary or fanciful name to indicate the maker, and hence were not the subject of a valid trademark. This Court held, however, that the complainant was entitled to be protected against unfair trade, and the decree of the lower Court was reversed with directions to decree an injunction, with an accounting limited to the time since the commencement of the suit.

In taking the accounting since the commencement of the suit on March 10, 1910, the master divided the shoes sold by the defendant into three classes, as follows:

Class 1. Shoes bearing the words "American Lady" stamped upon the sole and bearing no other impression or distinguishing mark. The profits upon these amounted to \$254,401.72.

Class 2. Shoes bearing the words "American Lady" with the words "Hamilton-Brown Shoe Co." but without the word "Makers" or other matter indicating that the shoes were of defendant's manufacture. The profits upon these amounted to \$190,909.83.

Class 3. Shoes bearing the words "American Lady" but bearing also the marks "Hamilton-Brown Shoe Co., Makers." The profits upon these amounted to \$132,740.77.

The master recommended that a judgment be entered for the profits of the first two classes, amounting to \$445,311.55.

Both parties filed objections and the District Court of the United States overruled those of the complainant, sustained those of the defendant, and adjudged a recovery

of one dollar nominal damages.

The complainant appealed to the Circuit Court of Appeals claiming that damages should have been awarded for the profits derived from all three classes of shoes. This Court reversed the decree of the lower Court and ordered that the defendant be assessed the profits as accounted by the master, with costs.

The defendant then carried the case to the Supreme Court. This highest Court holds that "The American Girl," as adopted and used by complainant, is not a geographical or descriptive term, it does not signify that the goods are manufactured, or intended to be sold or used in America, nor does it indicate the quality or characteristics of the shoes, nor does it indicate shoes at all, but might be as descriptive of almost any other article of manufacture, that is to say, not descriptive at all. It is therefore a fanciful designation, arbitrarily selected.

The Court distinguished this case from those in which registration was refused the words "Lackawanna," "Columbia," "Elgin," "Genesee," and "Old Country," and stated that if the mark to be considered were "American Shoes," the above cited cases might be in point.

The Supreme Court holds that the right to use a trademark is recognized as a kind of property, of which the owner is entitled to the exclusive enjoyment to the extent that it has been actually used, that the infringer is required in equity to account for and yield up his gains to the true owner and that profits are an equitable measure of compensation. The defendant insisted, however, that the profits recoverable should be limited to such amount as may be shown by direct and positive evidence to be the increment to defendant's income by reason of the infringement, and that the burden of proof is upon complainant to show what part of defendant's profits were attributable to the use of the infringing mark.

The Court reviewed a number of previous decisions based upon similar premises and stated that the rule invoked is applicable where plaintiff's action relates to a part only of a machine or combination, or process, or to particular improvements in a machine or other device. That in cases where the elements are such that plaintiff's patent creates only a part of the profits, he is entitled to recover only that part, and must give evidence tending to apportion the profits between the patented and unpatented features. There is an evident exception to this in those cases in which the plaintiff is unable to thus apportion the profits, either because of the action of the wrongdoer in confusing his own gains with those which belong to plaintiff, or because of the inherent impossibility of making an approximate apportionment. This latter condition presents itself in this case, as it is evident that it is inherently impossible to make an apportionment between the profits attributable to the defendant's use of the offending mark and those attributable to the intrinsic merits of defendant's shoes. And the Court therefore refused to so apportion the profits but held that the plaintiff was entitled to the full sum of the profits amounting to \$445,311.55 as estimated by the master.

REPORT ON FATS AND OILS*

By R. H. KERR (Bureau of Animal Industry, Washington, D. C.), Associate Referee.

Results of L. B. Burnett (Bureau of Chemistry).

Sample.	Melting Points by B. A. I. Method.	Melting Points by Digitonin Method.	Conclusion.
1	114.8°—1st crop crystals.....	114.8°—1st crop crystals.....	Phytosterol present.
	115.6°—2d crop crystals.....	116.0°—1st crop crystals.....	
		115.8°—1st crop crystals.....	
2	111.8°—1st crop crystals.....	111.4°—1st crop crystals.....	No phytosterol present.
	112.0°—2d crop crystals.....	112.2°—1st crop crystals.....	
3	115.8°—1st crop crystals.....	116.0°—1st crop crystals.....	Phytosterol present.
	116.4°—2d crop crystals.....	116.6°—1st crop crystals.....	

Results by R. H. Kerr (Bureau of Animal Industry).

Sample.	Melting Points by B. A. I. Method.	Melting Points by Digitonin Method.	Conclusion.
1	115.4°—1st crop crystals.....	117.4°—1st crop crystals.....	Vegetable oil present.
	116.2°—2d crop crystals.....		
2	113.6°—1st crop crystals.....	114.4°—1st crop crystals.....	No vegetable oil.
	114.0°—2d crop crystals.....		
3	117.0°—1st crop crystals.....	117.6°—1st crop crystals.....	Vegetable oil present.

The 1914 work consisted of a study of methods for the detection of phytosterol in mixtures of animal and vegetable fats. Two methods were studied, the one developed in the laboratories of the Bureau of Animal Industry and the digitonin method of Marcusson and Schilling.

Three samples were sent out for the work, the composition of them being as follows:

Sample 1—Lard adulterated with 5 per cent. of cottonseed oil and 0.25 per cent. of vaseline.

Sample 2—Pure lard (rancid).

Sample 3—Lard adulterated with 2.5 per cent. of hydrogenated cottonseed oil and 2.5 per cent. of soy bean oil.

Vaseline was added to Sample 1 in order that the effect of its presence on the methods studied might be determined. Such an amount of vaseline would effectually prevent the obtaining of any accurate results by the present provisional method. A rancid lard was chosen for Sample 2, for similar reasons. Rancidity interferes decidedly with the present provisional method.

The following instructions were sent to the collaborators:

INSTRUCTIONS TO COLLABORATORS.

The work consists of a study of methods for the phytosterol acetate test. Three samples of fats for this work are being sent you under separate cover. You are requested to test these samples for phytosterol according to the methods given below.

1. *Bureau of Animal Industry method.*—Described in Bureau of Animal Industry Circular 212, a copy of which is being sent you herewith.

2. *Digitonin method of Marcusson and Schilling.*—(Chemiker Zeitung, August 21, 1913.) Shake vigorously for 15 minutes in a separatory funnel 50 grams of the fat oil or fat to be tested with 20 cc. of a 1 per cent. solution of digitonin in 95 per cent. alcohol. Allow the mixture to stand for a time until the emulsion separates. The lower or fat layer should be quite clear while the alcohol layer is full of a bulky flocculent precipitate. Draw off the fat as much as possible, taking care not to lose any of the precipitate. Add 100 cc. of ether to the alcohol layer and filter the mixture. Wash the precipitate with ether until free from fat; after drying in the air, transfer it to a tall 50 cc. beaker, add 2 to 3 cc. of acetic anhydride and cover the beaker with a watch glass. Then boil slowly over a low flame for half an hour. After cooling, add 30 to 35 cc. of 60 per cent. alcohol and thoroughly mix the contents of the beaker. Filter off the alcohol solution and wash the precipitate with 60 per cent. alcohol, then dissolve it on the filter with a stream of hot 80 per cent. alcohol from a wash bottle and set away the filtrate in a cool place (60 degs. C. or below). After the acetates have crystallized out of this solution filter them off, recrystallize from absolute alcohol, dry, and determine the melting point as directed in Bureau of Animal Industry Circular 212.

rected in Bureau of Animal Industry Circular 212.

You are requested to test the three samples sent you for phytosterol by both methods and to report (1) melting point of acetates obtained in first crystallization from absolute alcohol, (2) melting point of each subsequent crop of crystals, if acetates are recrystallized, (3) judgment as to presence of vegetable oil, and (4) which of the two methods you consider preferable. Any comment or suggestion you may care to make will be appreciated.

Mr. Burnett expresses a preference for the digitonin method over the B. A. I. method and recommends using a 100 gram sample for the test.

Results by R. S. Hollingshead (Bureau of Chemistry).

Sample.	Melting Points by Digitonin Method.	Conclusion.
1	116.5°—1st crop crystals.....	Vegetable oil present.
	116.1°—2d crop crystals.....	
2	114.2°—1st crop crystals.....	Pure lard.
	113.6°—2d crop crystals.....	
3	115.8°—1st crop crystals.....	Vegetable oil present.
	115.4°—2d crop crystals.....	

Mr. Hollingshead reports no results by the B. A. I. method. He expresses a preference for the digitonin method on the ground of convenience.

The results of the collaborators show no choice between the two methods with regard to accuracy. Each method led to uniformly correct conclusions. Choice between the two methods must then depend on other factors. The digitonin method offers the advantage of simplicity and convenience and has the disadvantage of demanding an expensive reagent, which also is limited in supply, and obtainable only with difficulty. The B. A. I. method lacks this disadvantage, but requires more time and labor for its manipulation. Both methods are decidedly superior to the present provisional method.

RECOMMENDATIONS.

It is recommended—

(1) That the B. A. I. method for the detection of phytosterol in fats (B. A. I. Cir. 212), be adopted as a provisional method.

(2) That the digitonin method as described in this report be also adopted as a provisional method.

(3) That the glycerin saponification method for the preparation of fatty acids for use in the titer test (Bur. Chem. Cir. 108, p. 11) adopted last year as a provisional method, be made official.

(4) That Emery's method for the detection of beef fat and other solid fats in lard (B. A. I. Cir. 132) adopted last year as a provisional method, be made official.

Equalizing the Demand for Goods.

"If every man who reads your 'ad' should send you an order at the same time, you couldn't supply the demand," says an exchange. "Constant, patient advertising equalizes this demand and gives you the time to satisfy all comers."

*From the Journal of the Association of Official Agriculture Chemists.

EMULSIFIED PARAFFIN-WAX AND PROCESS OF MAKING

George W. Miles, of Belmont, Mass., assignor to Ross Chemical Co., of Boston, Mass., a corporation of Maine. No. 1,168,534. Patented, January 18, 1916. Application filed February 4, 1915. Serial No. 6,173.

To all whom it may concern:

Be it known that I, George W. Miles, a citizen of the United States, and resident of Belmont, in the county of Middlesex and State of Massachusetts, have invented new and useful improvements in Emulsified Paraffin-Wax and Processes of Making Same, of which the following is a specification.

My invention consists in a method of emulsifying paraffin wax, or wax-mixtures in which paraffin wax is an ingredient, and in the product of the method.

Emulsion of wax, such as carnauba wax, for example, have been made for various purposes, by boiling the wax in water with soap, but so far as I am aware, paraffin wax has resisted attempts at emulsification by the methods to which other waxes have responded.

The method which I have invented involves the production, first, of a thick emulsion basis, by heating and beating paraffin wax with a soluble soap and a reduced quantity of water. Within rather narrow limits the proportion of water will vary. Broadly speaking, the quantity is that which will suffice to make the soap workable as a viscous paste.

Unlike other waxes or waxy materials, paraffin wax does not emulsify in soap solutions of the usual degree of dilution. I have discovered that with any ordinary soap, there is a critical water-proportion, much less than that employed of wax emulsification, which determines the emulsification of paraffin wax. This proportion is in all the specific instances which I have put to test, so small that, while a soap may be worked into a paste with it, it is difficult to effect a thorough mixture of paraffin wax; the wax may be incorporated with such a thick paste by gradual introduction in small quantities at a time.

Since the critical water-proportion has to be empirically determined for any given soap, the following method is recommended: First make a thin soap paste or soap solution, with water in excess of the critical proportion required for paraffin wax emulsification; then mix this solution or paste with the wax, and evaporate the excess water by heat, meanwhile beating the mixture. Until the critical water proportion is reached, the wax will not emulsify, but after the requisite reduction of the water, the paraffin wax goes into emulsion. For example, take, of paraffin wax ninety-five parts, and of commercially dry soda-tallow soap (containing about 20 per cent. water) five parts, by weight. Make a paste with this soap and four or five times its weight, of water. Then melt the paraffin wax and stir in the soap paste, heat approximately to the boiling point of water and continue the heat, stirring or beating meanwhile, until, by evaporation, the water is reduced to the critical proportion. Then the paraffin wax emulsifies. In this specific instance the critical water proportion is about equal in weight to three times the dry weight of the soap. If a soda-tallow soap be mixed and worked with three times its own weight of water, the paste formed is thick and viscous. The ratio of soda-tal-

low soap to paraffin wax may be greater than five per cent. of the aggregate, and with variations in the soap proportion the critical water-proportion will also vary to some extent. The exact limit of this critical proportion cannot be determined, but, whatever the soap used, the critical proportion of water, empirically ascertained in the manner above explained, will be such that if mixed with the soap alone, it will form a thick viscous paste. In the same manner mixtures of waxes or wax-like materials in which paraffin wax is an ingredient, can be emulsified.

The emulsion formed as above described is quite thick, and may advantageously be extended by the addition of more water. The originally formed paraffin wax emulsion may therefore be regarded as an emulsion basis from which extended emulsion can be made to suit miscellaneous purposes.

I claim:

1. The method of emulsifying paraffin wax, which consists in heating the wax with a soap and sufficient water to produce a viscous paste with the quantity of soap employed.

2. The method of emulsifying paraffin wax, which consists in heating the wax with a soap and sufficient water to produce a viscous soap paste with the quantity of soap employed, and after the emulsion is thus formed, extending it by the addition of water.

3. The method of emulsifying paraffin wax, which consists in heating the wax with a soap and a quantity of water initially in excess of that which effectuates the emulsification of the paraffin wax, and evaporating the excess of water until the critical emulsification proportion thereof is reached.

4. A paraffin wax emulsion consisting of paraffin wax, water and soap.

5. A paraffin wax emulsion composed of the wax, a soap, and water in quantity sufficient to produce a viscous paste with the quantity of soap used.

Signed by me at Boston, Massachusetts, this thirtieth day of January, 1915.

GEORGE W. MILES.

Witnesses: JOSEPHINE H. RYAN, RICHARD W. HALL.

DISINFECTANT SOAPS.

According to a paper recently published by Dr. K. Rulke, the products of oil of turpentine that exercise an acid effect consist, besides carbohydrates, principally of bornyl esters and fenchyl esters. The borneol, which is produced by the saponification of the bornyl ester, is a solid melting at 203 deg. C. If it is desired, therefore, to produce a disinfectant soap with borneol as the effective principle from bornyl esters with soap employing an excess of alkali, the borneol will crystallize out, lose its effect and render the soap useless. It would seem that this might occur when not pure bornyl ester but the acid-effect producing product of oil of turpentine is treated with soap and alkali. It has been found, however, that, contrary to expectations, this does not happen. The borneol after saponification of the acid-effect product does not crystallize out, but remains in solution in the soap and renders it effective. Hence, by the new process, it is possible to obtain in a very simple manner a disinfectant soap containing borneol as active agent. The soap has a pleasant odor, the unpleasantness of the fenchyl alcohol being overcome by the more agreeable borneol.—*Journal Ind. and Eng. Chem.*

FUTURE OF CENTRAL AMERICA

By Roger W. Babson, Noted Statistical Expert

There must be some new and proper system of direct taxation throughout Central America. Practically all the incomes of the Central American Governments are today derived from customs duties on exports and imports. Such duties are not only unjust to the masses, but they retard a country's growth and prosperity. The expenses of running a government should be derived from direct taxation on land and personal property, *especially on the former*. The land taxes in Central America today are practically nothing. There is no adequate system of assessment. The land owners "declare" their property at a very small fraction of the real value, and only a small tax is made upon this. In Guatemala this tax is only \$6 per thousand, and much property is assessed at one-twentieth, or perhaps one-hundredth, of its real value.

The same is true in a general way throughout Latin America. Of course, if one talks in South America in favor of higher and more direct taxation, he at once gets into disfavor with the rich and ruling classes. It is difficult for any class to tax itself. Hence, so long as the land-owning class continues to control the governments of these countries, many claim that there can be no real progress. I, however, am not so pessimistic as this. I believe before long the rich and land-owning class will see that the real prosperity of their children depends upon the sanitation and education of the entire country. The time will come when the rich will realize that the health of their families is safe only as the health of the entire community is improved. The same reasoning will be applied to the educational question.

The time is not far distant when there will be a real shortage of skilled labor even in countries like Guatemala, which have a large Indian population. The day is coming when the employers of labor throughout Latin America will recognize that they will be better off with well-paid, well-housed and well-fed workers than they are today with the *mozos* in their present condition. The rich, however, like the poor, must themselves see the reason for a change before it is worth while to force it upon them. Trouble always comes when the minority attempt to force the majority unwillingly.

The land owners of South and Central America are human and have hearts and minds like ourselves. It is only necessary to show them a better way and I am sure they will gladly co-operate. Believing that such a result will come about, I am especially hopeful for the future of Central America, and of Guatemala in particular. Every natural advantage—climate, resources, location and people—is possessed by Guatemala. More money only is needed to clean up the country and educate the people. The day is soon coming when this will be done. Then Guatemala City will rank with Buenos Aires, Rio Janeiro and Santiago as one of the best centers of Latin America.

The government officials of these Central American countries must be paid proper salaries. It is a shame that their present salaries are so low. Think of a Minister of Foreign Affairs receiving only forty dollars per month! Think of paying a Collector of Customs only eight dollars per month! And yet we blame them for taking something on the side. Graft is inevitable under such conditions.

Higher salaries to government officials must be paid before real progress can come about. "But," replied a foreign importer, "if these Central American officials were paid proper salaries they could not be tempted to work for our interests. How would we get on under such conditions? Why, if the customs laws were enforced, we could do no business in Central America. We are absolutely dependent upon special favors and concessions!"

Next to drink, these "special favors" are the curse of Central America. The entire structure in honeycombed with a desire on the part of all for *special favors*. From the foreign bankers to the ignorant *mozos*, all are striving to get something for nothing. No one class is to blame and no one class is exempt. From the richest merchant to the poorest laborer, and from the highest official to the humblest commandante, all are tarred with the same brush. All are striving for *special favors*. The economic situation in Central America seems like a sort of perpetual motion machine. Each class seems to be trying to exploit some other class. The foreigners are exploiting the governments, the governments are exploiting the people, the people are exploiting the Indians, and the Indians are in turn playing upon the sympathies of the foreigners.

It is like a winding endless chain, with every class trying to live on some other class. Latin America abounds in parasites—both in the forests and in the cities. But this system cannot continue forever. Before long there must be an unwinding, or else something will break. By an unwinding, I mean that there must be a different spirit shown by all classes. Instead of trying continually to exploit one another, they must begin to produce for one another. Instead of seeking only special favors, the different classes must seek to render special service. What Latin America needs is an entire change of attitude on the part of all classes—from the foreigners, who are seeking concessions, to the Indians, who are seeking charity.

As this change comes about the future of these Central American countries—and especially of Guatemala—will become very bright. Then more land will be cultivated and more cattle will be raised. Then mortgage banks will be created and interest rates will decline. Then land title and guarantee companies will be formed and real estate values will increase. Then small factories will start and merchandise can be distributed more easily to small storekeepers. Then greater wages will be paid to workers, which, by increasing their purchasing power, will in turn make greater prosperity for all. It is not the rich property owner who is to make Central America prosperous. So long as he deposits his profits in New York, Hamburg or London, he is not doing Guatemala and her sister States very much good.

So long as the *mozos* of Central America are given only the actual necessities to keep body and soul together, no headway can be made toward prosperity. Prosperity comes to a nation only as the profits of its industries remain in the country and are so distributed as to increase the purchasing power of the masses. When this comes about, then prosperity will increase with leaps and bounds, then foreign trade will grow like a rolling snowball.

FLAVORING EXTRACT SECTION

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Naturally the coming convention of the Flavoring Extract Manufacturers' Association receives considerable attention in Official Circular No. 42, issued by President Frank L. Beggs and Attorney Thomas E. Lannen. The sessions will be held in the Marlborough-Blenheim Hotel, Atlantic City, June 28-30. Secretary F. P. Beers declares that the seventh annual meeting will undoubtedly be the largest and most successful in the history of the association.

Members who have not arranged already to attend may get this reminder in time to make a last minute trip to the popular seashore resort and enjoy both the social and trade features of a convention which not one can afford to miss. As one old member recently remarked:

"I would as much think of cancelling my insurance as I would of staying away from the association's annual meetings. In fact I regard the conventions as of even more importance. I have made money through what I have learned at these conventions and I never have had a fire and never expect to have one."

R. H. Bond, chairman of the convention committee, also has sent out a call to the members of the association. A part of the entertainment will be a banquet on the evening of Thursday, June 29. Dress suits will not be necessary, so that manufacturers who do not like too much formality will have no excuse for staying away from a delightful feast and pleasant reunion.

Manufacturers not now members will find this a splendid time to join and get acquainted with others in the industry. The ladies also are welcome. They will enjoy the trip to the sands of the broad Atlantic Ocean and there will be other attractions for them.

Circular No. 42 gives an opinion of Attorney Lannen in regard to the scope of Food Inspection Decision No. 139, as to which there seems to have been some misunderstanding. Caution in the matter of labeling as to the colors is advised.

A letter from Attorney General Fred Farrar, of Colorado, with reference to the sale of flavoring extracts containing alcohol is quoted. The official makes an important ruling in view of the rigid prohibition law which recently was enacted. While the sale of these extracts will be permitted the Attorney General gives warning that dealers, either wholesalers or retailers, will be vigorously prosecuted in cases where sales are made or permitted to be made for any improper purpose, or to persons who use or will use the extract either as a beverage or for the purpose of producing intoxication.

The prohibition agitation in Georgia receives attention. In Savannah stocks of extracts were seized and confiscated by the authorities recently. Reports of these seizures spread through the state and the result was that many dealers became frightened and refused to handle extracts containing more than one and one-half per cent. of alcohol. The seizures were the result of the activity of over-zealous prohibitionists. It was decided to send out a circular to dealers notifying

them that the law specifically provides that extracts, etc., can be lawfully sold.

Report is made that the Illinois Board of Pharmacy has extended the list of household remedies and drugs which can be sold by general merchants. The list is given, together with a ruling by Attorney General P. J. Lucey.

The circular also goes extensively into the subject of the sale of household remedies and medicinal preparations in the states of New York and Connecticut.

Members interested in the use of corn syrup in any articles of food are advised regarding hearings on the subject to be held in Chicago June 21-23 by the Illinois State Food Standard Commission.

Congress still is in session and the members are advised that all measures which might affect the flavoring extract industry are being carefully watched.

The legislatures in Massachusetts and Louisiana are still in session. In the latter state it is said that bills antagonistic to the extract manufacturers are being prepared, but none has yet been introduced.

FREIGHT RATE CLASSIFICATIONS.

Upon the question as to whether flavoring extracts should not enjoy the privilege of shipment at second class rates as articles of food we have received a letter from George B. McGinty, secretary of the Interstate Commerce Commission, in which he says:

"The Commission is in receipt of your letter asking to be advised whether flavoring extracts shipped in bulk or in small bottles packed by the gross may be described, for shipping purposes, as articles of food.

"It is the duty of shippers to correctly describe property tendered for interstate transportation, and section 10 of the act to regulate commerce provides penalties for the misdescription of property for the purpose of obtaining a lower rate.

"The published tariffs and classifications contain a description of articles for which rates are provided and rules and regulations which govern the transportation of the various commodities. For information as to what rates govern transportation of a particular shipment, you should consult the published tariffs or communicate with the traffic department of the carrier over whose line the shipments move.

"Speaking generally, flavoring extracts could not properly be described in a bill of lading as 'articles of food,' in view of the fact that specific ratings are provided in the classification on extracts."

In Circular No. 42, issued this month, Attorney Lannen, of the Flavoring Extract Manufacturers' Association, treats of the agitation to get better freight rates for extract manufacturers. His opinions were given substantially in our last issue, page 72. We sent him a copy of Secretary McGinty's letter, herewith quoted.

Of course all shippers know about the penalties for misdescription of property in bills of lading as referred to by Secretary McGinty. No flavoring extract manufacturer would ever think of doing such a thing, so the warning is unnecessary. **The main question is: Are flavoring extracts articles of food and drink?** On this

there appears to be a disagreement. Also on the question of classification Secretary McGinty and Attorney Lannen are at variance. This is something for the Flavoring Extract Manufacturers' Association to consider and act upon at its Atlantic City convention this month.

Meanwhile we quote from Attorney Lannen's letter commenting on Secretary McGinty's ruling:

"The Interstate Commerce Commission, it is apparent, approaches the question from a different angle than that covered in my letter as published in Circular No. 42. My letter proceeded upon the theory that inasmuch as flavoring extracts were not specifically mentioned in the express classification, therefore extracts would take the classification provided for in the general preface to the classification.

"Paragraph (e) of Section 1 of the preface to the express classification reads as follows: '(e) Second class rates are applicable to commodities herein classified as second class and to all articles of Food and Drink, except as hereinafter otherwise provided.'

"Now, inasmuch as extracts are not mentioned in the classification at all, the question would seem to be whether or not extracts would be included in the classification of 'Food and Drink.'

"The Food Laws of the States, as well as the National Food Law, recognize extracts as an article of Food. Hence it would seem to follow that extracts should be regarded as an article of Food for the purpose of express classification.

"However, it would hardly do to bill an extract as 'Food.' Extracts should be billed as 'Extracts' or 'Flavoring Extracts,' but should move at the food rate, namely, second class.

"The Interstate Commerce Commission directs attention to the fact that commodities must not be misdescribed for the purpose of shipment, but that has no particular bearing upon the question of the classification or the rate to which the commodity is entitled.

"In other words, extracts must be billed as extracts, but in my opinion, as so billed they should be entitled to the food rate, or second class rate, rather than the first class rate."

We have written to Secretary McGinty asking him to point out to us where flavoring extracts are specifically mentioned in the classification so as to exclude them from participation in the second class rate.

REPORT ON FLAVORING EXTRACTS.*

By A. E. PAUL,

(Bureau of Chemistry Food and Drug Inspection Laboratory, Chicago), Associate Referee.

The following is a continuation of the report on flavoring extracts from page 73, of our May issue:

Ether extraction method.—This procedure was proposed by the writer in 1911 (*J. Ind. Eng. Chem.*, 1911, 3: 252) as an improvement over his original chloroform method, concerning which certain criticisms had been raised. While it is believed that the present carbon bisulphid modification is capable, possibly following a little further adjustment, of affording good results in a rather large range of cases, yet the writer is convinced of the general superiority of the ether method, believing not only that it is applicable to a greater variety of extracts and oily preparations generally, but to the most exacting conditions as regards strength of alcohol and proportion of oil.

Under the present practice in this laboratory the temperature of evaporation is such that no serious loss is likely to occur in the case of turpentine and oils of similar volatility. The principle involved in the original chloroform method, that practically complete extraction can be effected by means of a very small volume of solvent, has been lately

further extended in the ether process, through the elimination of the third shake out. While not quite so rapid as the bisulphid method, yet it is not a lengthy procedure. Following are the details as at present observed:

Pipette 10 cc. of extract into a 4 ounce separatory, the stem of which is cut off short at the stopcock. Add 50 cc. of cold water and, except in the cases of cinnamon, cassia and clove, about 0.5 cc. of strong hydrochloric acid. Shake with 15 cc. of ether, draw off aqueous layer and transfer ether extract to a small-mouthed 50 cc. flask. Again shake with 10 cc. ether, reject aqueous portion, and wash the combined extracts with 10 cc. of ether-saturated water. Transfer the extract by means of a small funnel to a Babcock milk bottle graduated in tenths, and add 2 cc. of saturated salt solution. Connect stem of bottle with vacuum pump and immerse in a bath at 50 degs. C. Holding bottle at an angle of 45 degs., shake continuously with a rotary motion (at first gently), until all but a small residue of ether is eliminated, which, with a good pump, will require 2 to 3 minutes only. Continue the heating for about 2 minutes beyond the point when, on removing bottle from the bath about every 15 seconds and giving contents a vigorous snap, no ether foam is observed. Remove from the pump and test completeness of ether removal by quietly immersing from 2 seconds in a boiling water bath; on the instant of removal simultaneously shake and apply a test flame. Repeat, and if not found ether-free, return to the first bath for another minute. Care should be observed not to expose the nearly ether-free oil to the temperature of boiling water for more than a very brief period, nor must the evaporation under the pump at 50 degs. be unduly prolonged, else loss will result. Finally, cool, add salt solution and centrifuge for 1 minute.

While, using 10 cc. of sample, it has been found that one extraction only of 15 cc. ether is usually sufficient for the removal of all but unmeasurable quantities of oil when the latter is present in considerable amounts, yet the second extraction is necessary with small amounts. In order to reduce the error, it is our practice, when the proportion of oil is much less than 5 per cent., to take 20 cc. of sample in which case a third extraction with 5 cc. of ether is advisable.

With most extracts, a clear separation occurs readily, and the use of hydrochloric acid would seem of doubtful necessity. The acid was, however, found very helpful in the case of the nutmeg and spearmint, both of which extracts tended to give a persistent cloudy water-alcohol layer in the absence of such.

The addition of the 2 cc. of brine solution seems to be effective in assisting the elimination of the last traces of ether.

RECOMMENDATIONS.

In view of the above results, comments and conclusions, I would respectfully recommend—

(1) That the saponification method of Hortvet and West for wintergreen extract, as described in the *Journal of Industrial and Engineering Chemistry*, 1909, volume 1, and slightly modified in Bureau of Chemistry Bulletin 152, page 141, by the then associate referee, R. S. Hiltner, be adopted as provisional.

Method.—Mix 10 cc. of extract in a 100 cc. beaker with 10 cc. of potassium hydroxid solution (10 per cent.). Heat on a boiling water bath until volume is reduced about one-half. Add a distinct excess of dilute hydrochloric acid, cool and extract with three portions of ether, 40 cc., 30 cc. and 20 cc., respectively. Filter the combined ether extracts through a dry filter into a weighed dish, wash with 10 cc. of ether and evaporate spontaneously. Dry over calcium chlorid in a desiccator and weigh. The weight of alicyclic acid thus obtained, multiplied by 9.33, gives the per cent. of oil of wintergreen by volume.

(2) That the following method, devised by Hortvet and West, and described in the *Journal of Industrial and Engineering Chemistry*, 1909, volume 1, number 1, be made provisional for anise and nutmeg extracts.

Method.—To 10 cc. of extract in a Babcock milk flask add 1 cc. of hydrochloric acid (1:1), then sufficient half-saturated salt solution previously heated to 60 degs. C. to fill the flask nearly to the neck. Cork and let stand in water at 60 degs. C. for about 15 minutes, occasionally giving the flask a twisting motion, and centrifuge for 10

*From the *Journal of the Association of Official Agricultural Chemists*. Read by B. G. Hartmann.

minutes at about 800 revolutions per minute. Add brine till the oil rises into the neck of the bottle, and again centrifuge for 10 minutes. If the separation is not satisfactory, or the liquid is not clear, cool to about 10 degs. C. and centrifuge for an additional 10 minutes.

(3) That the following slight modification of the Howard-Mitchell method, which was studied last year for peppermint extract, be now provisionally adopted for peppermint and spearmint extracts and also as an additional method in the case of wintergreen extract.

Method.—Pipette 10 cc. of the extract into a Babcock milk bottle, add 1 cc. of carbon bisulphid, mix thoroughly, then add 25 cc. of cold water and 1 cc. of concentrated hydrochloric acid. Close the mouth of the bottle with the thumb, and shake vigorously, whirl the bottle in a centrifuge for 6 minutes and remove all but 3 or 4 cc. of the supernatant liquid, which should be practically clear, by means of a glass tube of small bore and aspiration. Connect the stem of the bottle with a filter pump, immerse the bottle in water kept at approximately 70 degs. C. for 3 minutes, removing from the bath every 15 minutes and shaking vigorously. Continue in the same manner for 45 seconds using a boiling water bath. Remove from the bath and shake while cooling. Disconnect from the suction and fill the bottle to the neck with saturated salt solution at room temperature, centrifuge for 2 minutes and read the volume of the separated oil from the top of the meniscus. Multiply the reading by 2 to obtain the per cent. of oil by volume.

In the case of wintergreen, use as floating medium, a mixture of 1 volume of concentrated sulphuric acid and 3 volumes of saturated sodium sulphate solution.

PROGRAM SEVENTH ANNUAL MEETING FLAVORING EXTRACT MFRS. ASSN.

TUESDAY, JUNE 27.

Executive Committee—8 p. m., Marlborough-Blenheim.

WEDNESDAY, JUNE 28.

10 a. m.—Convention called to order by president, Mr. Frank L. Beggs, Newark, Ohio.

Invocation—Rev. Hinson Vernon Howlett, pastor First Baptist Church, Atlantic City, N. J.

Address of Welcome—Mr. Harry Bacharach, Mayor Atlantic City, N. J.

Response—Mr. Richard H. Bond, Baltimore, Md.

Address by president, Mr. Frank L. Beggs.

Reading of minutes of last annual meeting; Appointment of Resolutions Committee; Appointment of Auditing Committee; Appointment of Nominating Committee; Introduction of visitors; Report of Convention Committee.

Reports of Officers.

Secretary—Mr. F. P. Beers, Earlville, N. Y.

Treasurer—Mr. G. M. Day, Milwaukee, Wis.

NOTE.—A question box has been provided, and members are requested to deposit therein any question upon which information is desired. Thirty minutes will be allowed at each session for answering what "Puzzles" you

2 P. M.—Reports of Committees.

Legislative—Mr. T. W. Carman, chairman.

State Committeemen—Publicity—Mr. W. M. McCormick, chairman.

Membership—Mr. G. M. Day, chairman.

Address—Thomas E. Lannen, Esq., Chicago, attorney for the association.

Open Discussion—Question Box—Adjournment.

THURSDAY, JUNE 29.

10 a. m.—Address—"Research on Citrus Oils," Dr. Edward Kremers and Dr. W. R. Richtmann.

Discussion led by Mr. R. F. Fischer, New York and Dr. G. H. Redmond, Chicago, Ill.

Address—"The Color Situation," Mr. E. G. Kohnstamm.

Discussion led by Dr. Edward Kremers.

"Market Conditions of Materials Used in Extracts," viz.: Discussion on Vanilla Beans; Essential Oils; Paper Products; Alcohol; Sugar and Glycerine; Miscellaneous Items.

Question Box—Recess.

2 p. m.—Discussion—"Tax Free Alcohol."

Led by Dr. S. H. Baer, St. Louis, Mo.

Address—"Standards for Flavoring Extracts," Dr. William Frear, State College, Pa.

Open discussion led by Mr. S. J. Sherer, Chicago, Ill.

Address—"What's the Matter with the Extract Business?" Mr. S. F. Irwin, Philadelphia, Pa.

8 p. m.—Banquet—Marlborough-Blenheim.

FRIDAY, JUNE 30.

10 a. m.—Address—"The Secret and Pull of Suggestion in Advertising, Salesmanship and Business Building," Mr. Stanley L. Krebs, Philadelphia, Pa.

2 p. m.—Unfinished Business; New Business; report of Resolutions Committee; report of Auditing Committee; report of Committee on Nominations; Elections of Officers.

Adjournment—Executive Committee Meeting.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FEDERAL.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, No. 3,951 to 4,250, inclusive, sent out by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

4050. Adulteration and misbranding of "Prime Vanilla Extract." Plea of guilty. Fine, \$200 and costs. It was further alleged that the article was misbranded in that it bore a label to wit, "Prime Vanilla Extract. Made from the Extractive Matter of Prime Vanilla Beans and Sweetened with Cane Sugar, Aged in Wood. Made by the — Manufacturing Company, Chicago, U. S. A.," which statement was false and misleading as it was not a true full-strength vanilla extract, but was a dilute vanilla extract fortified with vanillin.

4053. Adulteration and misbranding of orangeade. Plea of guilty. Fine, \$25. Adulteration was alleged for the reason that an invert sugar sirup artificially colored and artificially flavored, had been substituted wholly for the article of food.

4084. Misbranding of compound vanilla flavor and extract lemon. Plea of guilty. Fine, \$10. Examination of samples by the Bureau of Chemistry showed the average content of eight bottles to be 1.89 fluid ounces, an average shortage of 0.11 fluid ounce, or 5.5 per cent. They had been marked "2 oz."

4098. Misbranding of "Crest Brand Lemon." Plea of guilty. Fine, \$20 and costs. Goods labeled "1 ounce" and contained only 97.2 per cent. of an ounce.

4118. Adulteration and misbranding of imitation vanilla extract. U. S. * * * v. 1 Barrel of Imitation Vanilla Extract. Default decree of condemnation and forfeiture. Product ordered sold. It was labeled "Compound Vanilla," but was an imitation vanilla artificially colored. The product should be labeled "Imitation Vanilla" and so as to plainly show that it contained coumarin.

4155. Misbranding of olive oil. Plea of guilty. Fine, \$16. Labeled one gallon. Average shortage of 6.55 per cent. found.

Formula No Guaranty of Purity.

The United States Supreme Court has handed down a decision of far-reaching importance in the so-called Coca-Cola case. The court directs that the case be tried again under new interpretation as to the eligibility of evidence in connection with what is adulterated food.

The Coca-Cola case was one of the most noted under the pure food law. As it came before the Supreme Court,

it was entitled the United States against 40 barrels and 20 kegs of coca cola, the Coca Cola Company, of Atlanta, Ga. Justice Hughes wrote the opinion of the Supreme Court and Justice McReynolds took part in its adjudication. In this case it was claimed by the Government that the product coca cola contained caffeine. It was also claimed that the product contained "no coca and little, if any, cola," and was, therefore, an imitation. The district judge directed a verdict for the claimant, and this was affirmed by the Circuit Court of Appeals.

The decision of the Supreme Court concluded as follows:

"In the present case we are of opinion that it could not be said as a matter of law that the name was not primarily descriptive of a compound with coca and cola ingredients, as charged. Nor is there basis for the conclusion that the designation had attained a secondary meaning as the name of a compound from which either coca or cola ingredients were known to be absent, the claimant has always insisted, and now insists, that its product contains both. But if the name were found to be descriptive, as charged, there was already a conflict of evidence with respect to the presence of any coca ingredient. We conclude that the court erred in directing a verdict on the second count."

Upon the point of adulteration, the Supreme Court made some observations which are considered of prime importance. Justice Hughes said:

"We cannot assume that simply because a prepared food has its formula and distinctive name, it is not, as such, adulterated. In the case of confectionery, it is plain that the article may be 'adulterated,' although it is made in strict accordance with some formula and bears a fanciful trade name, if in fact it contains an ingredient deleterious or detrimental to health, or any vinous, malt or spirituous liquor or compound or narcotic drug, and the context clearly indicated that with respect to articles of food the ordinary meaning of 'adulteration' can not be regarded as controlling."

The decision said further:

"We are not now dealing with the question whether the caffeine did or might render the article in question injurious; that is a separate inquiry. The fundamental contention of the claimant, as we have seen, is that a constituent of a food product having a distinctive name cannot be an 'added' ingredient. In such case the standard is said to be the food product itself which the name designates. It must be, it is urged, this 'finished product' that is 'adulterated.'"

"In that view, there would seem to be no escape from the conclusion that however poisonous or deleterious the introduced ingredient might be, and however injurious its effect if it be made a constituent of a product having its own distinctive name it is not within the provision."

"If this were so, the statute would be reduced to an absurdity. Manufacturers would be free, for example, to put arsenic or strychnine or other poisonous or deleterious ingredients with an unquestioned injurious effect into compound articles of food, provided the compound were made according to formula and sold under some fanciful name which would be distinctive."

Food Inspection Decision 164—Colors in Foods.

Following is the text of the Federal Food Decision in the tartrazine matter, which will be found more comprehensive than the first and unofficial reports:

"Food Inspection Decision 76 is hereby amended by striking out of the list of permitted dyes contained therein, the words:

"Yellow shade: 4. Naphthol yellow S.

and substituting therefor the words:

"Yellow shades: 4. Naphthol yellow S. 94. Tartrazine.

"Food Inspection Decisions 117 and 129 are also amended so that, hereafter, the coal-tar dyes which may be used in food, subject to the provisions of Food Inspection Decisions 76, 117 and 129, shall be the following:

"Red shades: 107. Amaranth. 56. Ponceau 3 R. 517. Erythrosine.

"Orange shade: 85. Orange I.

"Yellow shades: 4. Naphthol yellow S. 94. Tartrazine.

"Green shade: 435. Light green S. F. yellowish.

"Blue shade: 692. Indigo disulfoacid."

STATE.

North Dakota.

In his May bulletin Commissioner E. F. Ladd prints formulas of various face powders, which he describes as misbranded. One, put out by a Paris firm, which purports to be ashes of roses, he says is not ashes of roses but 90 per cent. talc with a small amount of magnesia and iron colored with coal tar dye. Thirteen samples of face powders are reported upon. The bulletin says in comment:

"The talcum in almost all of the sample was not a purified product. In almost every instance heavy precipitates of iron and aluminum were obtained, especially so was this true in sample No. 9123 where very heavy precipitates of iron and aluminum were obtained. It will furthermore be observed that none of the nine samples labeled as rice powder were true to name. None was pure rice powder, and in fact three samples labeled rice powder contained no starch of any kind. In other instances—samples No. 9123, 9125—other and cheaper starches were substituted wholly or in part for rice starch."

"Such fraudulent practices as this should be stopped. There can be no excuse for this falsification. Let rice powder be labeled rice powder and talcum or zinc oxide or mixed powders be labeled true to name and be done with this so-called 'trade custom talk' which means no more frequently than plain dishonesty, and a flimsy excuse to sell something to the unsuspecting public under the guise of something else."

"It is fair to state that some of the powders were delicately perfumed and put out in attractive containers. However, in the writer's opinion the prices charged in several cases were not commensurate with the original cost of the ingredients or the cost of manufacturing and distribution."

Pennsylvania.

In his February-March bulletin Food Commissioner James Foust, of Pennsylvania, reports a number of retailers prosecuted for selling adulterated non-alcoholic drinks and misbranded soda. Fines of \$25 were imposed in several cases. Several first offenders who violated the anti-saccharin law were let go on paying costs of prosecution. Most of the cases were in Philadelphia.

Dominion of Canada.

Bulletin No. 336 of the Laboratory of the Inland Revenue Department, Ottawa, is devoted to reports of analyses on tincture of ginger.

Peppermint Oil in Oregon.

Production of peppermint oil in Oregon is likely to be a profitable and important industry, according to investigations made by Ansel R. Clark, representative of the federal bureau of foreign and domestic commerce. Highest quality of peppermint oil, analyzing 55 per cent. in menthol content, comes from England, while the Michigan product, which is 80 per cent. of the output in the United States, gives only 37 per cent. menthol. Oregon peppermint oil runs from 55 to 60 per cent. in menthol.


Advertiser Gets Quick Returns.

Editor American Perfumer and Essential Oil Review:

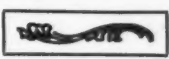
I must thank you for the suggestion to advertise my machines in THE AMERICAN PERFUMER. The result couldn't be beat. I sold the two machines the same day THE PERFUMER came out. Yours faithfully,

SAMUEL WELSHER.

501 Fifth Ave., New York.



TRADE NOTES



Secretary Mueller of the Perfumers' Association reports the following new members elected since May 1:

TO ACTIVE MEMBERSHIP.

Hall & Ruckel, 215 Washington street, New York; Manhattan Soap Co., 422 West 38th street, New York; Tokalon, Inc., 20 West 22d street, New York; Northam Warren Corp., 9 West Broadway, New York.

TO ASSOCIATE MEMBERSHIP.

Commonwealth Fruit Products Corp., Factory Terminal Building, Hoboken, N. J.; C. G. Euler, 219 Pearl street, New York; Julius Schmid, Inc., 470 Fourth avenue, New York; U. S. Metal Cap & Seal Co., 107 West 13th street, New York.

La Valliere Co., manufacturer of perfumery, toilet articles, etc., has increased its capital stock from \$125,000 to \$175,000.

Mr. A. William Osterloh, Jr., of A. F. Osterloh & Zoon, manufacturers of flavors, Amsterdam, is in New York City on a business visit.

Mr. Charles L. Huisking, drug broker, of 5 Platt street, sailed on the steamer *St. Paul* on June 3 for England, intending to remain away for a month.

Mr. Charles R. Meehan, secretary and treasurer of Arthur A. Stillwell & Co., 28 Cliff street, was a voyager to Europe on the liner *St. Paul*, which departed for England on June 3. Mr. Meehan has gone business and expects to be gone from the city for about a month.

Mr. P. C. Magnus, president of Magnus, Mabey & Reynard, Inc., New York, has luckily recovered from a six weeks' siege of bronchial pneumonia. He was at his office for a few moments on June 1, and expects to be in harness again after a few weeks' complete rest.

Mr. Samuel A. Foot, the well-known druggists' sundryman and for some time manager of the fancy goods and sundries department of McKesson & Robbins, New York, resigned his position, effective June 1, to accept the sole management of the Dabrooks Perfume Co. This concern is owned, controlled and operated by the Michigan Drug Co., Detroit, Mich.

Mr. Karl Voss, the popular New York representative of Wm. Buedingen & Son., Rochester, N. Y., has been forced to engage larger office quarters in the Woolworth Bldg. He is now receiving his trade in suite 2228; phone, Barclay 6555.

Having already recovered damages for injuries to his daughter, Anna Rhea St. John, who swallowed a part of a sample package of foot powder, thrown into the yard, Wilber St. John, of Syracuse, N. Y., is preparing to begin two more suits for \$20,000 against Allen S. Olmsted, manufacturer of the preparation, for injuries to his two sons, Lindsley and Wilber, who joined their baby sister in the feast.

National Association of Retail Druggists will hold its 18th annual convention in Indianapolis, Sept. 18-22.

Mr. John McKesson, senior member of McKesson & Robbins, New York, has returned from an extensive automobile tour of Virginia and other States in the South.

U. S. Soap Co., of Cincinnati, has leased new quarters for its plant at 516 Reading road. The building contains 14,000 square feet of floor space.

Talcum Puff Co., 5 Bush Terminal Building, Brooklyn, has become a member of the New York Merchants' Association.

Colonial Chemical Co., manufacturer of toilet and proprietary specialties, Pittsburgh, Pa., has moved to new and greatly enlarged quarters at 631 Penn avenue. Mr. J. J. Hawkins is manager of the company.

Newark Soap Co., of Newark, N. J., has decided to build a series of twenty new factory buildings to cost approximately \$125,000. Brick and concrete will be used in the work of construction.

In the Jersey City factory of Colgate & Co. one of the notable features is the length of service of the employees. One has been with the company fifty-seven years; four forty-five years or more; eight thirty-five years or longer; twenty-one thirty years; twenty-two twenty-five years. Thus a total of sixty-eight men who have been with the company between twenty-five and fifty-seven years.

James S. Kirk & Co., Chicago, have started a new series of campaigns to boost their family soap trade. Last month in Chicago it used large newspaper advertising space and concentrated its coupon appeal to two items: A white tablecloth in assorted patterns, sizes 60 x 70 inches, for 275 soap wrappers, and "highest grade Wm. A. Rogers Silverware," choice of three silver knives, three forks, three tablespoons, or six teaspoons, for 175 wrappers. In cases where wrappers are sent by mail, 10 cents extra is required for postage on the silverware, and 15 cents for each tablecloth.

In the belief that a financial settlement would save both time and money for the defendants in litigations which have been pending in the Federal and State courts for more than a score of years, the wholesale drug houses in New York City and State which have been sued by the John D. Park & Sons Co., of Cincinnati, Ohio, in four legal actions, charging conspiracy in restraint of trade under the provisions of the Sherman act and common law have at length effected a compromise with that company in the three cases which were still pending in these courts. A total of \$125,000 has been agreed upon, and will be paid by these defendants in complete settlement of the claims for damages made against them by the Park company. With the payment of this compromise money all the remaining suits will be dropped.



Perfumers' Booth at the Allied Bazaar, Grand Central Palace, New York City, June, 1916.

The photograph above shows the perfumers' booth at the bazaar which has just closed at Grand Central Palace, New York. This bazaar was conducted for the relief of the wounded in the allied countries, and its success was gratifying because of the cause for which it was conducted, viz., the relief of the wounded soldiers, and the widows and orphans of those who have fallen. Various bazaars have been conducted during the past year in the behalf of similar good causes for belligerents on the other side in the terrible conflict now raging, but because of the special efforts put forth and the excellent results achieved, we are able to make suitable mention of this exhibit.

In response to personal appeals made by Mr. W. G. Ungerer, of Ungerer & Co., New York, 35 American and French perfumers sent large quantities of perfumes and toilet preparations. That gentleman devoted his personal attention to the exhibit for over two weeks, and its success is largely due to his efforts. More than 350 individual products were included in these contributions.

Later, in response to an appeal, Secretary Mueller, of the Manufacturing Perfumers' Association, sent a circular to members asking for contributions.

The perfumers' booth was in a prominent location on the mezzanine floor, and about 75 feet long. It was tastefully arranged, and draped in classic blue and white. The heavy contributions that arrived after the space had been assigned made necessary a supplementary booth on the main floor. Every afternoon and evening there were from 8 to 10 volunteer workers, among the more prominent being Anna Held, Marie Dressler, Yvette Guilbert and Prince Paleologue. The Prince is an accom-

plished artist, and many of his impromptu sketches of patrons were sold at good prices. Several contributing perfumers sent one or more of their demonstrators who rendered expert assistance in selling the goods at good prices.

All these assistants were heartily thanked by the Bazaar officials for their arduous and effective work.

The bazaar opened on June 3, closing June 21, and the net cash results of the perfumers' booth approached the \$2,000 mark.

The complete list of those who donated goods or cash is given below.

New York.

Aubry Sisters; Harriet Hubbard Ayer; A. P. Babcock Co.; Bertschman & Maloy; Bliss Laboratories; W. Burton Co.; California Perfume Co.; Carr-Lowrey Glass Co.; Colgate & Co.; James C. Crane; Crown Cordial & Extract Co.; J. G. Gerathy; Glebeas Importation Co.; Gray Lithographing Co.; J. A. Graydon; W. H. Green; Hanson-Jenks Co.; Richard Hudnut; Frank S. Hyatt; Richard M. Krause; C. N. Leigh; Maurice Levy; N. Lopard & Co.; McKesson & Robbins; Manhattan Soap Co.; Monte Christo Cosmetic Co.; Moore Brothers Co.; Oakley & Co.; Odorbase Mfg. Co.; Solon Palmer; Parfumerie Marceau; Louis Philippe; Remiller Co.; Theo. Ricksecker Co.; Herbert Roystone; Julius Schmid; C. H. Selick; W. A. Smalley & Co.; Starfer & Spooner; Wm. E. Swindell; Talcum Puff Co.; Mme. Tanty; Tokalon; Ungerer & Co.; A. A. Vantine & Co.; V. Vivaudou, Inc.

Outside of New York.

Addison Lithographing Co., Rochester, N. Y.; An-

drew Jergens Co., Cincinnati, Ohio; Sanitol Chemical Laboratory Co., St. Louis, Mo.; Swindell Bros., Baltimore, Md.; United Perfume Co., Boston, Mass.; Wilbert Co., Philadelphia, Pa.; J. B. Williams & Co., Glastonbury, Conn.

European.

Stafford Allen & Sons, London, England; A. Bourjois & Co., Coty, Ed. Pinaud, L. T. Piver, V. Rigaud, Violet and Société Hygienique, Paris, France; Antoine Chiris & Jeancard Fils, Hugues Aine, Lautier Fils, Roure-Bertrand Fils and Pierre Sicard, Grasse, France; M. Naef & Co., Geneva, Switzerland.

The newest plan of Procter & Gamble, of Cincinnati, is to establish 260 "local agents" in the cities and towns of this country who have on hand the concern's "premium sample case," in which they exhibit a very fetching selection of samples from the extensive and complete line presented in their premium catalog. In addition, Procter & Gamble maintain premium stores in these nineteen cities, where the full line of premiums are shown: New Haven, Washington, St. Louis, Newark, N. J.; Passaic, N. J.; Paterson, N. J.; Columbus, Ohio; Toledo, Philadelphia, Chicago, Elizabeth, Jersey City, Brooklyn, Buffalo, New York, Cincinnati, Pittsburgh, Reading and Scranton.

Mr. Ben Elson, of Elson & Brewer, Inc., New York, will sail on the steamship *Lafayette* June 24, and will be in France for about two months.

The United States Post Office Department and the postal administrations of British Guiana and Venezuela have agreed that mailable liquids and oils, pastes, salves, and other articles easily liquefiable are admissible to the parcels post mails exchanged between the United States and British Guiana and Venezuela, provided these articles are packed in accordance with the provisions for the admission of such substances to the United States domestic parcel post mails (see par. 4 of sec. 474 of Postal Laws and Regulations, as amended by the Postmaster General's order No. 7884 of Mar. 13, 1914).

An old paper mill in South Denver, Col., has been leased by the Denver Chemical Products Co., of which Mr. R. V. Barkalow, Mr. Lafayette M. Hughes and other local men are interested. The plant will be converted into a factory and it is said a part of the plan is to distill essential oils for perfumery purposes.

Senator Austen Colgate's campaign for the Republican nomination for Governor of New Jersey has been gaining impetus. In counties of the State where he has visited enthusiastic receptions have been accorded to him, with pledges of support by prominent men.

Dimes, quarters and half dollars of new design will be minted after July 1. For the first time since 1891, a change will be effected in these pieces. Secretary McAdoo's announcement disclosed that the half dollar has fallen practically into disuse. The new design was selected with the hope of restoring it to general circulation. Under the new coinage each piece will be of different design. The half dollar and dime models were made by Adolph A. Weinman and the quarter dollar by Herman A. MacNeil. Both are sculptors of note.

On page 41 of this issue is the initial advertisement of Stahl & Jaeger, Inc., 406 West 31st street, New York, who have lately decided to extend their operations by making a special bid for perfume and soap work.

This new department is in charge of Mr. Charles C. Morrison, who has had a number of years' experience in the designing of labels, wraps, etc. Mr. Morrison's experience in this direction coupled with his pleasing address and persevering methods should insure his success as a combined salesman and designer.

Mr. Burton T. Bush, of the Antoine Chiris Co., New York, returned on the steamship *Rochambeau* on June 5 from a five weeks' business trip to Europe.

Mr. Harry C. Ryland, who has had many years' experience as salesman in the essential oil business, the past eleven being with Magnus, Mabee & Reynard in the New York district, started in business for himself on May 1 in this city.

Mr. M. L. Barrett, the very well-known Chicago essential oil and chemical man, was in New York this month. He was just ending a three weeks' vacation, most of which was spent on a houseboat on Long Island Sound.

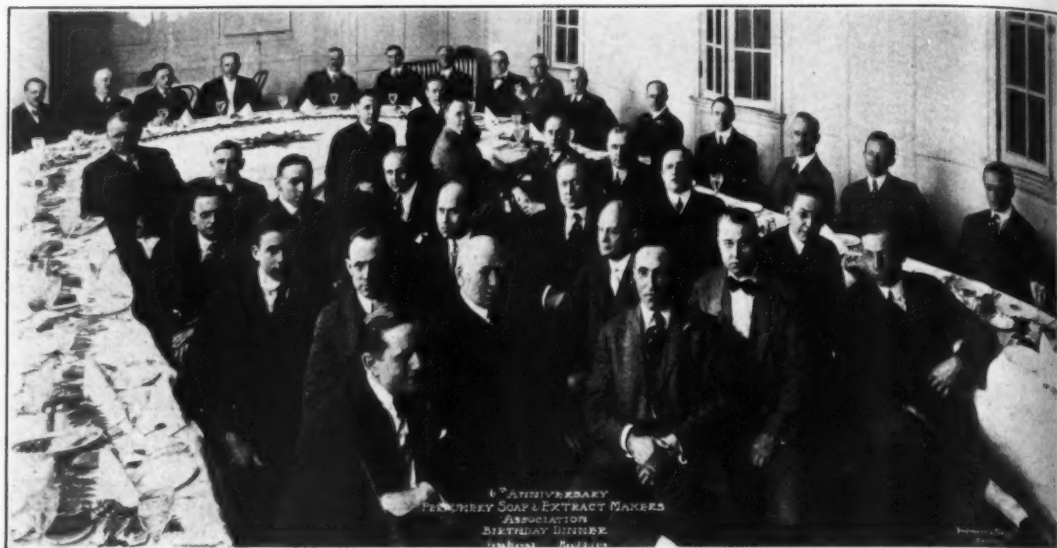
Mr. A. D. Smack, familiarly known throughout the country as "Al," was made a thirty-second degree mason on June 10 by the Aurora Grata Consistory, via the Scottish Rite. Two other gentlemen well-known in this industry—Messrs. Frank S. Hyatt of Brass Goods Mfg. Co., and Irvin S. Zeluff, of V. Rigaud—were similarly honored at the same time.

Mr. Clayton Rockhill, of Rockhill & Vietor, New York, attended as delegate the first annual meeting of the League to Enforce Peace in Washington, D. C. last month, and prepared an address that created a profound impression. This is being printed by the League, and will be distributed widely. Mr. Rockhill's plea is characterized by lofty sentiment and practical sense, and points the way to permanent universal peace.

Judge Arthur J. Tuttle, in the United States Court at Detroit, May 1, granted the M. Werk Company, soap manufacturers of Cincinnati, an injunction against Abner A. Wolf, who runs two groceries in Detroit, against selling laundry soap with a tag on it made by the Globe Soap Co., of Cincinnati. The proofs showed that Wolf had a large trade among Polish people and other foreigners who had been using the soap made by the M. Werk Co. and called for it by its trade name, and that Wolf instructed his sales-people to substitute the soap made by the Globe Co., which also had a tag on it, because he could buy it cheaper and therefore made more profit. The injunction was made perpetual, and a final decree entered assessing damages at 50 cents a box, which Wolf agreed to pay upon conclusion of the submission of a proper account.

The M. Werk Co. immediately filed a similar suit charging infringement of the same registered trade-marks and for unfair competition against Grosberg & Reuter, a large wholesale grocery firm of Detroit.

Sixth Anniversary Banquet of the Chicago Perfumery, Soap and Extract Manufacturers' Association.



On May 23 the Perfumery, Soap and Extract Makers' Association of Chicago celebrated its sixth anniversary with a banquet. On this occasion the members expressed to Mr. Edgar A. Weber their appreciation of him as organizer by presenting him with a beautiful loving cup, because it was due to Mr. Weber's persistent efforts that the nucleus of the present association was formed some eight years ago.

Mr. H. Bartold, acting as toastmaster, presented the cup to Mr. Weber, thanking him in the name of the members for his good offices in creating good fellowship among all.

"Good fellowship," remarked Mr. Bartold, "in order to be effective and of value, has to be passed from one man to another. The loving cup, as its emblem, should be passed around." To this the members heartily agreed and all quaffed from it.

After the introductory speech of the president, Mr. John Blocki, the association had the pleasure of listening to the brilliant and fascinating words of Judge Adolor J. Petit. After Judge Petit had finished the members were merrily entertained by such interesting speakers as Mr. George F. Merrell, Dr. Redmond, Mr. Rayburn and Mr. Halsey, of the Allan B. Wrisley Co.

Among the invited guests were Mr. Chandler, of the Chicago Telephone Co., Mr. Wm. Mannhardt, of the Chicago Bar Association, and Mr. O. C. Stanger, of Armour & Co.

Peerless Tube Co., which manufactures tubes of pure tin, filling, closing and clipping machines, has just completed its fine new building in connection with its plant at 45 Locust street, Bloomfield, N. J. On Monday evening, June 5, the event was celebrated with a reception and dance, which proved to be most enjoyable to the participants.

The dance was given by the president, Mr. George H. Neidlinger, and the offices and the factory were finely decorated. About 250 employees and their friends participated in the festivities.

Mr. Irving W. Easton, for the last four years in charge of the Crown perfumery line carried by Lehn & Fink, of New York, has severed his connection with that house and on August 1 will open an office and salesroom in the uptown hotel center of New York City. He will continue to specialize on Crown perfumery, but will add other lines to his business.

Failure of the Cucumber Creme Co., manufacturer of cosmetics, at Los Angeles, to pay the State corporation tax resulted in the loss of its suit for \$9,000 damages against Louise C. Booher and others. The company demanded damages for being ejected from the premises it occupied for alleged nonpayment of rent.

Mr. S. S. West, chemist at the Abner Royce Co., Chicago, tells of an amusing incident that occurred on the car the other day while he was on his way home. Mr. West had accidentally spilled some vanilla extract on his coat. "A little girl sitting next to me sniffed the coat sleeve, and confided it smelled 'just like ice cream,'" reports the pleased Mr. West.

Thurston & Braidich, importers and dealers in vanilla beans and gums arabic and tragacanth, have moved from their old quarters at 128 William street into a new building which was constructed for the firm at 27 Cliff street.

"I lost a wallet with \$150 in it. How much shall I offer for its return?"

"Where did you lose it?"

"In Philadelphia."

"Better offer \$200."

Charles Bacharach, president of the Jefferson Distilling and Denaturing Co., New Orleans, spent several days in this city recently, making his headquarters at the New York office of the company, 140 Franklin street.

The American Fair Trade League announces the engagement, as field representative, of Mr. C. E. La Vigne, formerly special agent of the Federal Trade Commission and Special Investigator for the Bureau of Corporations of the Standard Price question. During the last year Mr. La Vigne has been director of the Bureau of Investigations of the New York *Tribune*. He is well equipped to discuss the different phases of the closely related evils of predatory price cutting and dishonest advertising.

The Nichols Medal, awarded by the New York Section of the American Chemical Society for the best original contribution to the publications of the Society during the year 1915, was conferred upon Dr. Claude Silbert Hudson, of the Bureau of Chemistry, in recognition of his research in the field of organic chemistry, at the regular meeting of the Section, in Rumford Hall, Chemists' Club, Last month. Dr. T. B. Wagner, Chairman of the Section, presented the medal.

Standard Soap Co., Camden, N. J., manufacturers of textile soaps, has purchased a three-story building, which is being equipped with new machinery. The addition will increase the output of the company materially.

Detailed plans for the 1916 convention of the National Wholesale Druggists' Association, which is to be held in Baltimore, Md., October 2-6, have been issued. The Emerson Hotel has been selected as the headquarters. The president's reception, on Monday evening, October 2, and the banquet, on Thursday evening, October 5, will be held in the Hotel Belvidere. The committee on rates and routes, of which C. E. Matthews, 169 Franklin street, Chicago, is chairman, has arranged for a special train to convey the delegates from Chicago to Baltimore and will also have special cars from New Orleans and St. Louis.

Kirkman & Co., which operates a chain of retail stores for soaps, washing powders and toilet articles, has opened a new double store at 114-116 College Place, Norfolk, Va. It will be opened for business about May 1.

Perfumes occupied the attention of a recent meeting of the Detroit Branch of the American Pharmaceutical Association. Mr. F. F. Ingram, Jr., said in part: "America can today produce as good perfumery as France except for the fact that French perfumers have better trained noses. Paralysis of the sense of smell is one of the greatest handicaps in the manufacture of perfumes." Mr. E. R. Jones, in his discussion of the scenting of toilet articles, said that odors may be sharpened and flatted, similar to musical tones and that an expert in compounding delicate perfumes must be keenly sensitive of odor discords.

Mr. George M. Schettler said: "Memories of romance and of youth, lingering with those who are now aged, serve to keep some perfumes on the market that otherwise would have gone long ago because of the frequent and unaccountable changes in popular fancy.

"The perfumery business in the United States has been greater the last year than ever before in the history of the business. Some houses have actually doubled their trade. This condition seems to be the height of the reaction that has followed the vogue of a few years since that completely tabooed the use of perfumes.

"Popular favor in the matter of perfume is unaccountable. There have been some notable successes because of

clever advertising, and some because of unusual names and others because of the high quality of odor; but, generally speaking, passing fancy controls. The perfume that one day is at the height of favor may be entirely *passé* a few years afterward."

NEW PUBLICATIONS, PRICE LISTS, ETC.

GEO. V. GROSS & Co., 30 Old Slip, New York City, Representatives and sole agents for Bernard-Escoffier Fils, Grasse, France, and A. Maschmeijer, Amsterdam, Holland. —New price list of essential oils, natural flower essences, artificial perfumes, synthetic chemicals and natural and terpeneless oils of lemon, orange and bergamot. The list includes also concentrated floral waters, flower pomades and pharmaceutical distilled waters, together with a variety of specialties. Specialties offered for flavoring extract manufacturers include fruit essences without ethers, ethereal fruit essences, synthetic fruit oils without ethers and ethereal fruit oils. The company also gives prices on its line of drugs and sundries.

DONALD WILSON, 80 John street, New York, American branch of the Th. Mühlethaler Co., Nyon, Suisse, sends us the firm's wholesale price list for June-September, 1916. The list comprises Nyo flower oils, synthetics, essential oils, French olive oils and distilled floral waters. A useful feature of the catalogue is a table of solubility for synthetics.

ARABOL MFG. Co., 100 William street, New York, in its regular announcement issued for July calls attention to the merits of Tinnol for use when an especially strong adhesive is required for labels on tin.

"SOME FALLACIES REGARDING PHENOL," by Martin I. Wilbert, is reprint No. 336 from the Public Health Reports. It is a review with reports of observations on the influence of ethyl alcohol on the germicidal and on the toxic properties of phenol.

"UTILIZATION OF CHERRY BY-PRODUCTS," by Frank Rabak, chemical biologist, is issued as Bulletin No. 350 by the Department of Agriculture. The paper goes into the subject thoroughly, including the various methods of extracting the oil from the kernels. It is shown that the waste products from the cherry industry can be reduced to a number of valuable products:

(1) The fixed oil, which is perhaps the most important product, is, in its properties and general characteristics, so closely related to the commercial oil of almonds that it is placed in an important position with respect to usefulness and value. The oil expressed from the fresh kernels is quite similar to almond oil and its use as an article of commerce, applied along pharmaceutical and therapeutical lines, or as a condimental oil, or even for soap-making purposes, should be assured.

(2) The volatile oil which can be produced from the press cake after the fixed oil has been extracted is practically identical with the oil of bitter almonds, thus rendering its usefulness the same in every way as that of bitter-almond oil.

(3) The meal, which is the final residue, has been shown to possess nourishing properties, much the same as those of the more common feeding stuffs on the market.

(4) The juice has been shown to be capable of being transformed into alcohol, sirup, or jelly, and it is reasonable to assume that there should be a demand for such products.

"CLASS," a new monthly for the promotion of efficient class advertising is at hand. It is published by G. D. Crain, Jr., 1405 Starks Building, Louisville, Ky. Mr. Crain is an

expert in his line and *Class* will adequately fill a useful field.

BULLETIN 103, Hygienic Laboratory, Washington, D. C., for February, 1916, just received, contains these papers: "Chemical Changes in the Central Nervous System as a Result of Restricted Vegetable Diet," by Mathilde L. Koch and Carl Voegtlin; "Chemical Changes in the Central Nervous System in Pellagra," by Mathilde L. Koch and Carl Voegtlin.

NEW INCORPORATIONS.

Mechanics' Laundry Co., Hoboken, N. J., to do general laundry work and to manufacture laundry soap, capital \$100,000, has been incorporated by John F. Burke, Cecil O. Dunaway, East Orange; John Tice, Bloomfield; John F. Willits, Glen Ridge, N. J.

Pennsylvania Products Co., to manufacture and deal in industrial and denatured alcohol, capital \$100,000, has been incorporated at Dover, Del.

Davis Products Co., of Chicago, to manufacture and sell soaps and toilet articles of all kinds, capital \$500,000, has been incorporated by E. M. Davis, Marion Luce and John P. Byrnes, of Chicago.

Nu-Ivorie Novelty Co., Inc., Manhattan, New York City, to manufacture toilet articles, celluloid articles, etc., capital \$25,000, has been incorporated by A. Schwartz, 250 West 139th street, New York City; P. Sussman, 50 West 77th street, New York City; J. B. Durant, 215 Sylvan avenue, Forest Hill, N. J.

Utility Co., Inc., Manhattan, New York City, to manufacture cleaning and polishing compounds, capital \$120,000, has been incorporated by E. T. Murdock, E. Tietzman, M. B. West, 43 Cedar street.

Rocky Ford Manufacturing Co., Wilmington, Del., capital \$100,000, to manufacture and sell toilet articles and preparations of all kinds, has been incorporated by Scott S. Baker, Clarence J. Jacobs, Harry W. Davis, all of Wilmington.

Worppel Manufacturing Co., Buffalo, N. Y., drugs, medicines, chemicals, toilet articles, liniments, capital \$5,000, has been incorporated by C. F. M. Borneman, A. J. and F. J. Osport, Buffalo.

U. V. Abbott, Inc., New York City, laundering machinery, dyeing, cleaning establishments, capital \$25,000, has been incorporated by H. B. Platt, M. C. Smith, U. V. Abbott, 7 Park Terrace, White Plains.

Laford Chemical Co., Indianapolis, Ind., to manufacture and sell face cream, face powder, etc., has been incorporated by Bessie Bamby, Birdie D. Billman and Luna Fesler.

Nuxcara Manufacturing Co., Atlanta, Ga., organized to manufacture drugs and perfumery, capital \$50,000, has been incorporated by J. C. Solomon and S. B. Baldwin, of Atlanta.

Sterling Extract Co., Inc., New York City, to manufacture flavoring extracts, capital \$5,000, has been incorporated by S. Strassburger, J. B. and J. B. Sagarra, Jr., 560 West 165th St.

Pleasure and Instruction at the Same Time.

Editor American Perfumer and Essential Oil Review:

We derive both pleasure and instruction from THE AMERICAN PERFUMER and have satisfaction in passing it on to friends.

Los Angeles, Calif.

TOM FLETCHER CO.

IN MEMORIAM FOR DEPARTED FRIENDS.

BASSETT, ALBERT G., of Bassett Supply Co., June, 1909.

BENJAMIN, JOSEPH, soaps, Cincinnati, June, 1909.

BERGMANN, FRANCIS B., soap manufacturer, Indianapolis, June, 1915.

BROWN, DAVID SEYMOUR, founder Brown Soap Co., New York City, June, 1913.

CLARK, LOUIS BRENT, retired secretary of Magic Soap Co., New Orleans, La., June, 1912.

COFFIN, STURGIS, of Ladd & Coffin, New York, June, 1907.

EAVENSON, ALBERT TAYLOR, J. Eavenson & Sons, Camden, N. J., June, 1910.

FINNIE, JAMES P., founder and general manager Oliver Finnie Co., extracts, etc., June, 1912.

GEARY, WILLIAM, president of Kirk, Geary & Co., Sacramento, Cal., June, 1913.

KATZENSTEIN, S., Star Extract Works, New York, June, 1913.

METZGER, CHARLES F., Metzger Scentcraft Co., New York, June, 1911.

MULFORD, L. E., of the Theodore Ricksecker Co., New York, June, 1911.

PLANT, ALBERT, of Lehn & Fink, New York, June, 1915.

NEIDT, EDWARD C., retired manufacturer of soaps, San Diego, Cal., June, 1913.

REID, ROBERT J., Franklin Chemical Co., Attleboro, Mass., June, 1909.

SANDERSON, C. A., soaps, Danielson, Ct., June, 1912.

SCHLEINER, ALEXANDER, soaps, Brooklyn, June, 1911.

SEATON, CHARLES, of E. R. Squibb & Sons, June, 1906.

WILLIAMS, D. W., of J. B. Williams Co., June, 1909.

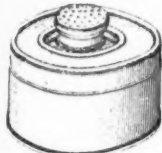



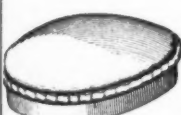









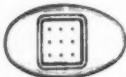



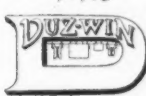


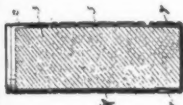




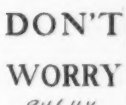
THE DETERMINATION OF EUCALYPTOL.

Bennett, in a contemporary, criticizes the method recently proposed by Dodge for the determination of eucalyptol. This depends, as has been recently pointed out in these columns, on the oxidation of the constituents of the oil other than eucalyptol, by means of potassium permanganate. Bennett remarks that as the paper has not yet appeared, except in abstract, in this country, it is not fair to offer too much criticism, but he has carried out a few experiments in order to see how the results by the proposed new method compare with the phosphoric acid and resorcinol methods now used. Using an ordinary cassia oil flask with a graduated neck, and working on 5 c.c. of the oil, the following results were obtained:

	Permanganate process	Phosphoric acid process.	Resorcinol process.
Eucalyptol	98	—	—
Oil of eucalyptus.....	84	70	89
“ “ globulus ..	80	68	65
“ “ amygdalina	76	—	—
“ cajuput	80	52	54
“ “	70	14	17

It is evident from the above experiments that although the process may give approximately correct results with pure eucalyptol, or even with oils of very high eucalyptol content, it cannot be relied on for oils of the amygdalina type, since these oils obviously contain substances which are not easily attacked by potassium permanganate. Nor can it be used with cajuput oils, which again contain constituents very resistant to oxidation. Further experiments are in progress in order to determine to what extent terpenes and sesquiterpenes are oxidized under varying conditions. The process is an easy one to carry out, and if it could be established that it was, in any modification, approximately accurate, it would prove a welcome addition to analytical methods for essential oils.

PATENTS AND TRADE MARKS

	CREME OIL 85520	NAILUSTRE 86480			
49119	MELBA 89864	Misono 90123	89250	89259	89649
	FONTENELLE 91004				
49120		91178	92341	92179	
	93429	SUPREMA			
		93513		93786	93833
49180	93949		93746		
	BONDELITE 94458	93957		94378	94213
	NATHALINA 94654		94529	BLANCUTIS THE BEAUTIFIER 94354	
1186290		44490			

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.

Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED.

1,186,290.—Shaving-Stick Holder. Albert M. Davis, Boston, Mass. Filed Dec. 19, 1913. Serial No. 807,657. (Cl. 206-56.)

1. A shaving-stick holder comprising a cylindrical body provided with corrugations, and a cup-shaped container snugly fitting the interior of said cylindrical body and adapted to receive the end of a shaving stick, said container being provided with two diametrically opposite spurs projecting downwardly from its sides and arranged to co-operate with said corrugations

for preventing retrograde movement of said shaving-stick as the same is advanced for use.

2. A shaving-stick holder comprising a cylindrical body having two diametrically-opposite longitudinally-extending flattened portions provided with corrugations, and a cup-shaped container snugly fitting the interior of said cylindrical body and adapted to receive the end of a shaving-stick, said container being provided with spurs projecting downwardly from its sides and arranged to co-operate with said corrugations for preventing retrograde movement of said shaving-stick as the same is advanced for use.

3. A shaving-stick holder comprising a cylindrical body provided with corrugations, and a cup-shaped container snugly fitting the interior of said cylindrical body and adapted to receive the end of the said shaving-stick, said container being provided with spurs projecting downwardly from its sides and arranged to co-operate with said corrugations for preventing retrograde movement of said shaving-stick as the same is advanced for use and the bottom of said container being substantially flush with the lower end of said cylindrical body before said shaving-stick is advanced for use and constituting a closure for said body.

DESIGNS PATENTED.

49,119.—Edmund Hoffman, Brooklyn, N. Y., assignor to American Can Co., New York, N. Y., a corporation of New Jersey. Filed Feb. 19, 1915. Serial No. 9,444. Term of patent 7 years.

The ornamental design for a powder receptacle body as shown.

- 49,120.—Edmund Hoffman, Brooklyn, N. Y., assignor to American Can Co., New York, N. Y., a corporation of New Jersey. Filed Feb. 19, 1915. Serial No. 9,447. Term of patent 7 years.
The ornamental design for a can cover, as shown.
- 49,180.—Otto Goetzke, Jersey City, N. J., assignor to Excellall Products Co., New York, N. Y., a corporation of New York. Filed Feb. 1, 1916. Serial No. 75,609. Term of patent 7 years.
The ornamental design for a top for cans, boxes, bottles or similar articles, as shown.

TRADE-MARK REGISTRATIONS GRANTED.

- 110,458.—Scalp Treatment and Hair-Grower.—Mrs. William H. Grantt, Nashville, Tenn. Filed Sept. 24, 1915. Serial No. 89,433. Published March 14, 1916.
- 110,460.—Colorings for Foods.—B. Heller & Co., Chicago, Ill. Filed Dec. 8, 1915. Serial No. 91,304. Published March 14, 1916.
- 110,464.—Face-Cream.—Anastassios C. Kanelakos & Co., New York, N. Y. Filed July 27, 1915. Serial No. 88,233. Published Feb. 15, 1916.
- 110,471.—Polishing Powder or Paste Used on Certain Materials and as a Hand-Cleaner.—Paul Manufacturing Co., Boston, Mass. Filed Oct. 30, 1915. Serial No. 90,240. Published March 7, 1916.
- 110,513.—Antiseptic and Germicidal Preparation for the Treatment of the Feet.—Republic Chemical Products Co., Chicago, Ill. Filed March 1, 1915. Serial No. 84,866. Published March 14, 1916.
- 110,528.—Baking-Powder, Baking-Soda, Talcum Powder, and Laundry Starch and Potash.—Abraham Cohen, Cambridge, Mass. Filed March 11, 1915. Serial No. 85,077. Published March 14, 1916.
- 110,632.—Face-Powder.—A. Bourjois & Co., Inc., New York, N. Y. Filed Jan. 22, 1916. Serial No. 92,322. Published March 28, 1916.
- 110,666.—Talcum Powder, Cold-Cream, Perfume, Toilet Water, Sachet-Powder, and Face-Powder.—James S. Kirk & Co., Chicago, Ill. Filed Dec. 4, 1915. Serial No. 91,166. Published March 21, 1916.
- 110,684.—Face-Powders, Talcum Powders, Sachet-Powders, and Perfumes.—The Remiller Co., New York, N. Y. Filed Jan. 17, 1916. Serial No. 92,201. Published March 28, 1916.
- 110,757.—Washing-Powder.—The George E. Marsh Co., Portland, Me., and Lynn, Mass. Filed Feb. 17, 1916. Serial No. 92,920. Published March 28, 1916.
- 110,761.—Cold-Cream.—Mission Manufacturing Co., Los Angeles, Cal. Filed Feb. 2, 1915. Serial No. 84,268. Published March 21, 1916.
- 110,774.—Olive-Oil.—The Portland Cheese Co., Portland, Oregon. Filed March 19, 1915. Serial No. 85,263. Published April 4, 1916.
- 110,793.—Olive-Oil.—Vincent Visconti, Pittsburgh, Pa. Filed Aug. 14, 1915. Serial No. 88,635. Published April 4, 1916.
- 110,825.—Flavoring Extracts for Foods, Spices, and Tea.—Gustaf Lindberg, Tacoma, Wash. Filed Jan. 31, 1916. Serial No. 92,529. Published April 4, 1916.
- 110,828.—Antiseptic Preparations.—The Meier Dental Manufacturing Co., St. Louis, Mo. Filed Jan. 21, 1916. Serial No. 92,296. Published March 28, 1916.
- 110,843.—Certain Non-Alcoholic Beverages, Colorings, and Extracts and Essences for Flavoring Same.—Warner Jenkinson Manufacturing Co., St. Louis, Mo. Filed May 13, 1913. Serial No. 70,413. Published March 7, 1916.
- 110,859.—Teas, Coffees, Flavoring Extracts for Food-Flavoring Purposes, Spices, Cocoa, Chocolate, Spaghetti, and Macaroni.—Jewel Tea Co., Chicago, Ill., assignor to Jewel Tea Co., Inc., Chicago, Ill., a corporation of New York. Filed Jan. 18, 1916. Serial No. 92,218. Published March 28, 1916.
- 110,869.—Fruit Essences for Making Non-Alcoholic Beverages.—Stevenson & Howell, Limited, London, England. Filed May 5, 1915. Serial No. 86,412. Published March 7, 1916.
- 110,872.—Vanilla Extracts for Flavoring Food.—The G. B. Williams Co., Quitman, Ga. Filed Sept. 18, 1915. Serial No. 89,307. Published Feb. 8, 1916.
- 110,873.—Face-Powder and Talcum Powder.—Alexander Drug Co., Oklahoma, Okla. Filed Jan. 28, 1916. Serial No. 92,461. Published April 4, 1916.
- 110,909.—Glycerin, Peroxid of Hydrogen, Witch-Hazel.—Union Pacific Tea Co., New York, N. Y. Filed Feb. 4, 1916. Serial No. 92,641. Published March 28, 1916.

LABELS REGISTERED.

- 19,356.—Title: "Bondelite." (For Cleaning, Polishing, and Scouring Soap.) Milton F. Reese, New York, N. Y. Filed April 8, 1916.

PRINTS REGISTERED.

- 4,366.—Title: "Lusterol." (For a Cleaning and Polishing Compound.) Lusterol Manufacturing Co., Portland, Oregon. Filed April 1, 1916.

TRADEMARK REGISTRATIONS APPLIED FOR

- 85,520.—Peet Bros. Mfg. Co., Kansas City, Kansas. (Filed March 29, 1915. Used since Jan. 1, 1915.)—Soap. (No claim being made to the word "Oil" apart from the mark shown.)
- 86,480.—Richard Hudnut, New York, N. Y. (Filed May 8, 1915. Used since January, 1903.)—Nail Polish.
- 87,250.—The Hermitage Olive Oil Co., New York, N. Y. (Filed June 11, 1915. Used since March, 1881.)—Olive-Oil.
- 89,259.—A. Bourjois & Co., Inc., New York, N. Y. (Filed Sept. 17, 1915. Used since Oct. 22, 1894.)—Toilet Powder, Sachet Powder, Toilet Water, Brilliantine, and Perfume, Rouge, and Face-Cream.
- 89,649.—Scherer-Gillet Co., Chicago, Ill. (Filed Oct. 4, 1915. Used since July 15, 1915.)—Olive-Oil, Cotton-Seed Salad-Oil, Lemon Extract.
- 89,864.—Melba Mfg. Co., Chicago, Ill. (Filed Oct. 15, 1915. Used since 1893.)—Perfumes, Toilet Waters; Face, Talcum, Sachet, Body, and Foot Toilet Powders; Massage, cleansing and greaseless Face-Cream, Skin and Scalp Lotions; Rouges; Nail and Skin Bleaches.
- 90,123.—Sakae Ito, Tokyo, Japan. (Filed Oct. 26, 1915. Used since Dec. 11, 1911.)—Perfumed Waters, Perfumed Oils, Face-Powders, Hair-Ointments, Scent-Bags, Incenses and Face-Lotions.
- 91,004.—General Mercantile Co., Omaha, Neb. (Filed Nov. 29, 1915. Used since Oct. 13, 1915.)—Olive-Oil.
- 91,178.—Anton Despol, San Francisco, Cal. (Filed Dec. 4, 1915. Used since Nov. 1, 1913.)—Herb Hair-Grower and Dandruff-Remover, Face-Powders, Almond-Benzoin and Boric Lotion, Herb Shampoo, Toilet Water, Tooth-Paste, Almond Massage-Cream, and Talcum-Powder.
- 91,692.—John L. Marlow, Monroe, Ga. (Dec. 22, 1915. Filed Nov. 1, 1915.)—Medical preparations for the treatment of Dandruff.
- 92,179.—F. Ahlgren, Gefle, Sweden. (Filed Jan. 17, 1916. Used since Jan. 1, 1910.)—Tooth and Skin Paste, Mouth and Hair Mixture, Perfumes, Antiseptical Preparations, Tablets for Throat and Chest. (No claim being made to any of the words, numerals, and abbreviations with the exception of the letter "A" appearing in the accompanying drawing.)
- 92,341.—Lambert Pharmacal Co., St. Louis, Mo. (Filed Jan. 22, 1916. Used since 1882.)—A Chemical or Medical Preparation manufactured by us under a private formula, viz.: an antiseptic for medicinal use, personal hygiene, and toilet.
- 93,429.—The Florida Products Co., Covington, Ky. (Filed March 10, 1916. Used since March 1, 1914.)—A Flavoring-Syrup for Still-Water and Carbonated Beverages.
- 93,513.—Frederick Stearns & Co., Detroit, Mich. (Filed March 13, 1916. Used since 1907.)—Toilet Water, Nail-Cleanser, Sachet-Powders, Toilet Creams, Nail-Rouge, Toilet Bath-Salts, Hair-Tonic, Liquid

Shampoo, Shaving-Lotion for use after shaving, Face-Powder and Perfume.

93,746.—L. O. E. A. Olivicoltori Liguri Esportatori Associati, Oneglia, Italy. (Filed March 21, 1916. Used since June, 1915.)—Olive-Oil.

93,786.—B. B. Medicine Co., Paducah, Ky. (Filed March 23, 1916. Used since Dec. 13, 1915.)—Hair-Tonic and a preparation for the treatment of eczema. (The portrait being that of J. Henry Ballance.)

93,833.—Fred G. Corey, Council Grove, Kansas. (Filed March 24, 1916. Used since April 3, 1907.)—Tooth-Powder, and Tooth-Paste.

93,949.—Selden H. Boone, Chicago, Ill. (Filed March 29, 1916. Used since Jan. 1, 1916.)—Nail-Polish. (No claim being made for the words "Nail Polish" apart from the mark shown in the drawing.)

93,957.—Hall Bros., Rochester, N. Y. (Filed March 29, 1916. Used since 1870. Under a ten-year proviso.—A Hair-Tonic. (The portrait shown is fanciful, no claim being made to the words "Hair Renewer" apart from the mark shown in the drawing.)

93,970.—Herman C. G. Luyties, St. Louis, Mo. (Filed March 29, 1916. Used since Dec. 13, 1915.)—Perfume, Toilet Water, Face-Powder, and Talcum Powder.

94,213.—Samuel Tauber, New York, N. Y. (Filed April 6, 1916. Used since March 15, 1916.)—Cold-cream, Hair and Scalp Tonic, Grease Paints, Toilet Powder, Face and Hand Lotion, and Dentifrices.

94,354.—Heptagon Laboratories, Inc., New York, N. Y. (Filed April 12, 1916. Used since Sept. 14, 1915.)—A Face-Powder in cake form to be applied with a damp sponge for the purpose of smoothing and beautifying the skin. (No claim being made to the words "The Beautifier" apart from the mark shown in the drawing.)

94,378.—Geo. H. Donah Co., Inc., Utica, N. Y. (Filed April 13, 1916. Used since Feb. 16, 1916.)—A Washing-paste.

94,385.—Giuseppe Matalone, Chicago, Ill. (Filed April 13, 1916. Used since 1913.)—Olive-Oil.

94,490.—M. Stefanides, Monessen, Pa. (Filed April 17, 1916. Used since March 21, 1916.)—A tooth preparation and a preparation for use in the preservation and care of the Hair and as a treatment for Dandruff and Scalp Diseases. (The trade-mark consisting of the portrait of the proprietor of the goods.)

94,529.—Crescent City Carbonate Co., New Orleans, La. (Filed April 19, 1916. Used since April 29, 1915.)—Fruit Syrups, both true and imitation, Extracts, Flavorings, Coloring and Soda-Foam used at soda fountains and by soft-drink bottlers.

94,538.—Milton F. Meese, New York, N. Y. (Filed April 19, 1916. Used since November, 1915.)—Cleaning, Polishing, and Scouring Soap.

94,644.—Ella Hardin, Strathmore, Cal. (Filed April 22, 1916. Used since Jan. 10, 1915.)—Washing-Powder.

94,654.—Felix Martin Espinosa Rendon, Laredo, Texas. (Filed April 22, 1916. Used since February, 1906.)—A Hair-Dye.

94,730.—The Schuster Co., Cleveland, Ohio. (Filed April 26, 1916.) Used since May 1, 1910.)—Extracts.

TREASURY DECISIONS.

Perfumery Costs Increasing in France.

Manufacturing costs of French perfumery were shown to have gone up in a reappraisalment made by Judge McClelland affecting importations from Adolphe Schloss, Sons & Co., Paris. The importers added 15 per cent. to make proper market value, and also claimed a discount of 50 per cent. to make proper market value, and also claimed a discount of 50 per cent. from entered values. Judge McClelland retained the 15 per cent. advance made by the importers on entry and further advanced the dutiable value of the perfumery by cutting down the discount claimed. As reappraised, the discounts stood at 10, 2 and 1 per cent. Wool puffs sent to the United States by the same firm also were advanced over entered prices.

Foreign Values of Perfumery Raised.

Judge Howell, of the Board of General Appraisers, handed down recently a reappraisalment decision advanc-

ing the foreign market values of perfumery, etc., shipped to Chicago by J. C. Boldoot, of Amsterdam, Holland. This decision reads: "Eau de cologne ½ blk. bottles, entered at 5.05, advanced to 8.75 florins per dozen bottles; ditto, ¼ bottles, entered at 3.25, advanced to 5.65 florins per dozen bottles. Discount 10 per cent. Packing extra." This merchandise was exported November 30, 1915, and entered at Chicago on December 29, 1915.

Sweet Almond Oil "Medicinal."

In a majority decision of the Board of General Appraisers, written by Judge Brown, and coincided in by Judge Sullivan, the board in the protest case of Monticelli Brothers held that sweet almond oil and castor oil were sufficiently medicinal in their uses to be "similar articles" to medicinal compounds or combinations, within the meaning of Paragraph 17, and should be so classified under such minimum provision rather than under the provisions for oils when contained in packages of less than two and one-half pounds gross weight.

Judge McClelland filed a dissenting opinion, holding that the two oils in question being expressed oils, were natural products, and therefore neither chemical nor medicinal compounds, combinations, nor similar articles within the meaning of Paragraph 17, and not subject to duty under the latter paragraph.

Vanity Bag Accessories at 60 Per Cent.

No. 38,550.—METAL FITTINGS FOR HAND BAGS OR VANITY CASES.—Opinion by Sullivan, G. A. The articles in question are (1) round, covered metal boxes about 1½ inches in diameter and one-half inch deep, suitable for holding powder and a small powder puff; (2) metal manicure articles, such as tweezers and nail polishers; (3) button hooks and metal handles for the same; (4) small covered metal boxes or containers for small articles, like needles, pins, hairpins or matches; (5) metal perfume flasks; and (6) small memorandum tablets consisting of heavy metal hinged covers inclosing a few very small sheets of paper, and having a tiny lead pencil in a holder at the side. They were found to be very small and easily carried in the pocket, in a vanity case, lady's hand bag, or in a shopping bag, and were held properly classified under paragraph 356, act of 1913, at 60 per cent. ad valorem.

Heavy Advances on Eau de Cologne.

Reappraisalment proceedings involving perfumery from Amsterdam resulted recently in a single General Appraiser affirming heavy advances made by local officials on the products. Eau de cologne in one-half size bottles, entered as having a value of 5.05, were advanced to 8.75 florins per dozen bottles, while one-quarter sized bottles entered at 3.25 were held to be properly dutiable at a valuation of 5.65 florins per dozen.

Talcum Decision Sustained.

The Court of Customs Appeals has sustained the judgment of the Board of General Appraisers in the case of Roger & Gallet and Park & Tilford against the government, in which they claim that talcum powder should be assessed under paragraph 69 at 15 per cent. ad valorem instead of under paragraph 48 at 60 per cent. ad valorem. Consequently the established custom of assessing talcum powder at 60 per cent. will be maintained.

Puzzled by "Washing Stuff" from China.

Kwong Man Yuen, Portland, Ore., puzzled the customs men at the Oregon port by making importations of a commodity described on the invoices as "washing stuff." After trying to make out what the Chinese concoction consisted of, the Collector decided finally to return the goods at 60 per cent as "toilet preparations." The importer claimed before the board that the merchandise was not in the category returned by the Collector, but should be given entry at 5 per cent as "soaps or soap powder." The testimony being meagre the Board of General Appraisers, after an inspection of the official papers making up the record in the case, affirmed the Collector's classification.

(Additional Decisions on page 116.)

FOREIGN CORRESPONDENCE AND MARKET REPORT

BRITISH INDIA.

TARIFF CHANGES.—The Indian tariff amendment bill, which became effective on March 1, 1916, included a number of changes of interest to American producers. Manufactures of all kinds, including chemical fertilizers, are still on the free list, but oil cake, formerly admitted free, now is subject to duty of $7\frac{1}{2}$ per cent. ad valorem. The duty of denatured spirits is $7\frac{1}{2}$ per cent. ad valorem.

CHILE.

TRADE-MARK LAW.—The Chilean Congress has adjourned without enacting the proposed trade-mark law, and the present law will probably continue in effect for some time to come. The need of a new law has long been recognized, and it appears probable that the proposed law will again be considered at a later session of the Chilean Congress.

ENGLAND.

SOAP.—Consul A. E. Ingram, at Bradford, says: "American cottonseed hard soap, which has for several years been used extensively in this district for wool scouring, had a large demand during the year, despite the advance in price. Imports of soap are now prohibited, as it is understood that it is preferred that the fatty matter used for soap making should be imported in order that the glycerin so produced will be available for explosives."

Joseph Watson & Sons, the Leeds soapmaking company, increased its profit substantially in the year ended March, 1916, the amount being \$610,000, as against about \$400,000 in the previous year, and \$516,000 in the year ending March, 1914.

MERGER.—A working agreement has been perfected between Brunner, Mond & Co. and Castner-Kellner Alkali Co., two leading English chemical concerns with a combined capital of over \$42,500,000. The arrangement includes interchange of directors and allotment of 200,000 shares, valued at \$4,000,000 to the Castner-Kellner Alkali Co., and 250,000 shares, valued at \$4,250,000, to the Brunner, Mond & Co. Products of the two companies include salt, soda, alkali, soap and aluminum.

FRANCE.

VEGETABLE-OIL SITUATION.—Consul General A. Gaulin, Marseille, says: During the last few weeks the vegetable-oil situation has been materially modified by the local freight congestion, due chiefly to the railroad car shortage. Shipments to the interior of the country have been temporarily suspended, stocks have accumulated, and a few important mills have closed pending an improvement of conditions. Business is also very dull in the soap trade, and as a consequence large quantities of seed oils are now available for export, and important shipments of copra were recently made to the United States. However, prices have not declined to any considerable extent, although they have a downward tendency.

GERMANY.

SOAP MAKING.—Commercial Attaché Erwin W. Thompson, stationed at The Hague, reports that a recent law in Germany prohibits the further making of soap by any except regularly licensed factories. The reason for this is said to be that in the modern process of soap making important quantities of glycerin are made as a by-product, whereas in domestic soap boiling the glycerin is wasted. Glycerin is an important raw material for the manufacture of explosives.

ITALY.

OLIVE CROP.—Vice Consul Bywater, at Rome, reports that the olive crop in that consular district, which includes
(Continued on page 116.)

THE MARKET.

Further sharp recessions in glycerine and numerous essential and vegetable oils and noteworthy advances in vanilla beans have constituted the principal developments of the month in the supply market. Buying operations have been materially contracted, as usual, at this season of the year. The decline in glycerine, which has brought prices for the chemically pure description down from 60 cents to 50 cents per pound in drums, has been due to more liberal receipts from foreign producing countries, outside of Germany, France and Great Britain; an increased production of the crude grades in the United States from tallow and the soap-making vegetable oils and a growing desire on the part of refiners to sell at least a large portion of their output and stocks, in anticipation of rumored speedy termination of the European war and a consequent resumption of shipments of this material from the countries which now ban such exports. A weakening of the markets for tallow and greases has also accelerated the downward movement of glycerine, in addition to carrying prices of these raw materials to much lower levels. A material augmenting of the domestic production of carbolic acid has likewise been reflected in a cheapening of the manufacture of all salicylate products, including artificial wintergreen, almond and several other essential oils.

Among other essential oils which have been marked down of late, in the absence of more than a light demand, have been peppermint, peach kernel, anise mustard, French pennyroyal, Italian sweet orange, East Indian sandalwood, sweet birch and leaf wintergreen or gaultheria oils. On the other hand, there have been further advances in amber oil, which is now virtually unobtainable here; in patchouli sassafras and nutmeg oils as well as in juniper berry and wood, caraway, distilled mace, Bourbon geranium, bay, capsicum oleoresin, cedar leaf and Ceylon citronella oils.

Balsam Peru has eased off slightly, under more liberal arrivals and a flagging demand, and liquid styrax has been marked down heavily as buying operations have slackened and a moderate accumulation has resulted. Thymol has also declined as freer offerings have been made and Angostura tonka beans have been quoted slightly lower, with a diminution of purchasing, while hydrogen peroxide has been reduced materially by domestic manufacturers, in recognition of a sharp break in the cost of barium dioxide and sulphuric acid, from which the product is made.

Spices have eased considerably of late, in consequence of a waning of the demand in the interim period which precedes the pickling season, and essential oils distilled from spices and other aromatic botanical products have also weakened commensurately. The local market is now bare of malefern and savin oils as well as of amber oil and safrol has been raised to still higher levels, as supplies have been materially reduced.

Beans.

Although buying of vanilla beans has been curtailed to some extent within the month by the unseasonable
(Continued on page 116.)

PRICES IN THE NEW YORK MARKET

(The following quotations are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

ESSENTIAL OILS.							
Almond Bitter.....per lb	\$14.00		Mirbane, rect.....	35-40	Heliotropine	5.00	
" F. F. P. A.....	14.00		Neroli petale.....	40.00-50.00	Iso-Eugenol	4.50	
" Artificial.....	7.00-8.00		" artificial.....	*20.00-10.00	Linalool	6.00	
" Sweet True	1.00-1.10		Nutmeg	1.00	Linalyl Acetate.....	10.00	
" Peach-Kernel .....	.40@.45		Opoponax	†8.50	Methyl Anthranilate.....	10.00-12.00
Amber, Crude	†2.00		Orange, bitter.....	2.50	" Salicylate.....	3.00	
" Rectified.....	†2.50		" sweet.....	3.00-3.25	Musk Ambrette.....	45.00-50.00	
Anise	1.20		Origanum	40-60	" Ketone.....	35.00	
" Lead free.....	1.45		Orris Root, concrete..(oz.)	4.00	" Xylene.....	13.00	
Bay, Porto Rico.....	3.30@3.50		" absolute..(oz.)	40.00-45.00	Phenylacetaldehyde	*25.00-30.00	
Bay	2.65		Patchouly	15.00-18.00	Phenylethyl Alcohol.....	nom.	
Bergamot, 35%-36%.....	3.90-4.00		Pennyroyal	1.50	Safrol .....	.50-60
Birch (Sweet)	3.15-3.25		Peppermint	2.25-2.50	Terpineol	1.25-1.50	
Bois de Rose, Femelle.....	4.50		Petit Grain, South American	2.85	Thymol	13.50-14.00	
Cade .....	.45		" French.....	7.00	Vanillin	(oz.) .60@.65
Cajeput	1.00		Pimento	1.75	BEANS.		
Camphor, Japanese.....	.20-.22		Rose	13.00-15.00	Tonka Beans, Angostura..	1.45-1.50	
Caraway Seed	3.10-3.20		Rosemary, French .....	.85-1.00	" " Para.....	.75-.80
Cardamom	32.00		" Spanish.....	.75	Vanilla Beans, Mexican....	5.50-6.50	
Carvol	5.00		Rue	4.00	" " " Cut.....	3.75-4.50	
Cassia, 75-80%, Technical..	1.15		Sandalwood, East India...	7.90-8.00	" " Bourbon.....	2.60-3.25	
" Lead free.....	1.25		" West India.....	3.50	" " Tahiti.....	1.75-2.00	
" Redistilled.....	1.50		Sassafras, artificial.....	.35	SUNDRIES.		
Cedar, Leaf.....	.60		" natural .....	.75	Ambergris, black.....(oz.)	15.00-20.00
" Wood.....	.20-.25		Savin	nom.	" gray.....	25.00-27.50	
Cinnamon, Ceylon.....	16.00		Spearmint	1.70-1.75	Chalk precipitated.....	.10	
Citronella, Ceylon.....	.60		Spruce .....	.60	Civet, horns	(oz.) 2.75
" Java.....	1.10		Tansy	3.00	Cologne Spirit.....(gal.)	2.75-3.10	
Cloves	1.35-1.40		Thyme, red.....	1.50	Menthol	3.40-3.50	
Copaiba	1.20-1.25		" white.....	1.65	Musk, Cab., pods.....(oz.)	10.00	
Coriander	35.00		Vetivert, Bourbon.....	12.00-15.00	" " grains	25.00-30.00	
Croton	1.00		" Indian.....	25.00-35.00	" " grain.....	25.00-30.00	
Cubebs	3.40		Wintergreen, genuine.....	5.00	" Tonquin, pods.	19.00	
Erigeron	1.20		Wormwood	2.50	Orris Root, Florentine, whole	.18	
Eucalyptus, Australian, 70%	.75		Ylang Ylang, Bourbon....	12.00-15.00	" " powd. and gran.	.20	
Fennel, Sweet.....	†4.80		" " Manila.....	28.00-35.00	Talc, Italian.....(ton)	32.00-35.00	
Geranium, African.....	4.00		AROMATIC CHEMICALS.			" French.....	25.00-30.00
" Bourbon.....	3.60		Amyl Salicylate.....	*5.00-9.00	" Domestic.....	15.00-25.00	
" Turkish.....	3.25		Anethol	3.00	SOAP MATERIALS.		
Ginger	6.00		Anisic Aldehyde.....	nom.	Cocoonut oil, Coch. 15½@16c.;		
Gingergrass	2.00		Benzyl Acetate.....	*6.00-9.00	Ceylon, 15@15½c.		
Hemlock .....	.60		" Benzoate.....	10.00	Cottonseed oil, crude, tanks, 62@63c.	
Juniper Berries, twice rect.	†6.25		Cinnamic Acid.....	nom.	gal.; refined, 10½@11¾c.		
Kananga, Java.....	3.00		" Alcohol.....	10.00	Grease, brown, 8¼@9¼c.; yellow,		
Lavender, English.....	21.00		" Aldehyde.....	nom.	8½@9c.; white, 9@10c.		
" Fleurs.....	3.75-4.50		Citral	3.50	Olive oil, denatured, 88@90c.		
" (Spike).....	1.25-1.40		Citronellol	24.00	" " foots, prime, 10¼@10¾c.		
Lemon	1.15-1.20		Cumarin, natural.....	nom.	Palm oil, Lagos, 12@13c.; red,		
Lemongrass .....	.90		" artificial.....	11.00	prime, 11@12c.	
Limes, expressed.....	3.50		Diphenylmethane	nom.	Peanut, 75@80c.		
" distilled.....	2.50		Diphenyl-oxide	nom.	Rosin, water white, \$7.00.		
Linaloe	2.75		Eucalyptol	1.00	Soya Bean Oil, 8@8¼c.		
Mace, distilled.....	1.00		Eugenol	3.00	Tallow, city, 8¾c. (hhd.).		
Mustard Seed, gen.....	nom.		Geraniol	4.50-5.00	Chemicals, borax, 6¾@7½c.; caus-		
" artificial.....	18.00-20.00		" from palma rosa..	5.50-6.00	tic soda, 74@76 p. c., 4¾@5c.		

*Inside figures are for domestic; outside prices for foreign goods.

†Nominal because unobtainable, or almost unobtainable.

FOREIGN CORRESPONDENCE.

(Continued from page 114.)

the departments of the Marches, Umbria, Latium, Abruzzi, and Molise, and the island of Sardinia, totalled 256,000 metric tons during 1915, compared with 220,200 tons during 1914.

PROHIBITED IMPORTS.—The importation into Italy of the following articles of luxury is prohibited, with certain exceptions, beginning June 4, according to a notice published in the Italian Official Gazette for June 3: Mineral waters, other sweetened or perfumed spirits; fatty acids; perfumery and scented or glycerin soap; common bottles, and manufactures of glass and crystal in general. Applications for the admission of goods paid for or shipped prior to June 4 must be made to the Ministry of Finance, Rome.

JAPAN.

CAMPHOR.—A consular report from Taiwan (Formosa) says the exports of camphor to Japan increased by more than \$200,000 in 1915. A large part of the shipments was probably re-exported to the United States and Europe. The European war diminished the sales of this product to other countries than Japan. The greater demand for camphor in Japan during 1915 is attributed to the increase in the manufacture of celluloid in that country for supplying the toy industry to replace German-made articles.

The camphor monopoly bureau is now eagerly encouraging the production of camphor. Care is given to the cutting of the trees, and a watch is kept to see that the privilege of cutting is not abused. It is reported that there were only 27,165 pounds of raw camphor on hand in the monopoly bureau's godowns at the end of 1915. The ruling price at the end of the year was 27 cents United States currency per pound.

The exports of camphor to other countries than Japan and China were valued at \$1,611,406 in 1915, a decrease of \$300,000 from the previous year. Of this \$1,123,630 was exported to the United States, a gain of nearly \$100,000.

NETHERLANDS.

RAW MATERIAL FOR SOAP.—According to the *Telegraaf*, the N.O.T. (Nederlandsche Overzee Trust Maatschappij) has had a meeting with manufacturers of soap, linseed oil, glycerin and candles, to discuss the British conditions for supplying the fats and oils required. The manufacturers agree generally with these, but two more meetings are to be held.

England May Tax Vegetable Oil Exports.

Private advices from London state in effect that the advisability of putting a duty on exports of vegetable oils from Great Britain and her colonies has been under consideration by the British Government. While there was no specific statement from official sources as to the amount of tax to be imposed, it was presumed that it would be about a cent or perhaps two cents a pound.

The taxing of shipments of cocoanut and palm oils, which figure most prominently among the oils exported from English and Colonial ports to the United States would be a serious matter for American soap makers, according to local trade authorities, as it would have to be covered by a sharp advance in prices paid by such consumers.

"Tallow Oil" Is "Oleo Oil" by Federal Decision.

In a decision handed down by Judge McPherson, in the Circuit Court of Appeals, it was decided that an oil obtained by rendering the fat of animals, and claimed to be exempt from Federal meat inspection as inedible "tallow oil," was more properly defined as "oleo oil," thereby upholding the findings of the lower court. The question came up in a dispute of long standing between the Pittsburgh Melting Company and the government meat inspectors.

THE MARKET.

(Continued from page 114.)

weather, which has postponed the customary early-summer demand for extract from the ice cream and soda water supply interests, prices named for these beans have recently been marked up sharply on information showing that the 1915-1916 crop of Mexican beans is far below normal proportions, while the yield of Bourbon beans has been greatly contracted from a deterioration of the vines on the Bourbon islands, resulting from the failure on the part of growers to replant during the last three years. Persistent rumors that the Tahiti crop has been seriously damaged by pests have also tended to stiffen the views of operators in the local market as well as on the Pacific Coast. Other bullish factors in the vanilla bean market have been the recent announcement that the two leading financial interests in Mexico which have bought up the bulk of the Mexican beans in the curing districts have withdrawn all their cuts from the primary market and a growing belief that the 1915-1916 crop of whole Mexican beans will reach only 110,000 pounds, instead of 150,000 pounds, as originally estimated, while the yield of cuts will amount to only 75,000 pounds, of which only 30,000 pounds remain unsold to consumers, making a total 1915-1916 crop yield of only 185,000 pounds, as compared with a normal yield of 360,000 pounds. Even if the extract makers resort to the use of Bourbon beans to a greater extent than ever before, in the absence of sizable lots of Mexicans, it is figured that their requirements will exceed the combined supply of Mexican and Bourbon beans by 100,000 pounds. Guadalupe and other so-called "South American" beans are in very scanty supply here and strongly held at advancing prices.

TREASURY DECISIONS.

(Continued from page 113.)

Fancy Soap Box Protest Sustained.

C. F. Rump & Sons, Philadelphia, have been sustained by the Board of General Appraisers in a claim affecting the classification of fancy soap boxes consisting of glass containers with metal covers, the metal being the component of chief value. The articles were valued at more than 20 cents per dozen pieces and were assessed at 60 per cent as articles designed to be worn on apparel or carried on or about the person. The Collector's classification seemed to be predicated on the assumption that the boxes were carried about by women in their hand bags or purses. Witnesses for the importers testified that the cases were not ordinarily so carried, but formed as a rule part of the equipment of a traveling bag or so-called "overnight case." The board reached the conclusion that the boxes were too large to be carried about in purses or hand bags and reversed the Collector, the soap boxes being given entry at 50 per cent as gold-plated articles.

Ruling on Perfumed Soap Upheld.

C. N. Allison Co., Detroit, was overruled by the Board of General Appraisers in its contention that merchandise, consisting of soap, should have been returned dutiable at the rate of 10 per cent. as "unperfumed" instead of at 30 per cent. under paragraph 66, as "perfumed." When the case was called for hearing there was no appearance on behalf of the protestants. An examination of the official record, according to the decision of the board, disclosed nothing which would warrant disturbing the collector's assessment of duty.

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"Yes, and the case is to be fought tooth and nail."

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PERFUMER PUB. CO., 80 Maiden Lane, New York.

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WANTED.—Sifter and Mixer. State Capacity, lowest price. Address M. Weslock, 1010 Ave. A, N. Y. C.

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FIRM (natural raw material for perfumery) in South France desires connection with agent calling on the perfumery manufacturers of the United States, and Canada; or with established firm willing to undertake this kind of representation. Address B. O. No. 327, care of this journal.

HELP AND SITUATIONS WANTED

WANTED.—Resident salesman for Chicago and adjacent territory, acquainted with the buyers of toilet articles in the large department, drug and specialty shops, to handle popular line of toilet articles on commission basis. Address H. W., No. 333, care of this journal.

EXPERIENCED manufacturing chemist and salesman seeks to represent a good firm as representative in Philadelphia and vicinity. Can handle essential oils, vanilla beans, durgs, etc. Address in confidence, S. W. No. 341, care of this journal.

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WANTED.—Resident salesman for Chicago and adjacent territory, acquainted with the buyers of toilet articles in the large department drug and specialty shops, to handle popular articles on commission basis. Address H. W. No. 333, care of this journal.

WANTED.—Experienced traveling salesman by well established perfume manufacturer. Address H. W. No. 337, care of this journal.

WANTED.—Active salesman to introduce our new line of Toilet Preparations in barber shops—in New York especially. Best opportunity to appoint agents. Cut prices—good quality—Private Brand if necessary. Unlimited territory to right party. The Venice & Platone Co., 688 Broadway, Albany, N. Y.

WANTED.—Experienced salesman for New York City or vicinity, acquainted with toilet, drug and department store trade to sell on commission basis, an advertised and popular priced line of attractively packed quick selling toilet specialties. Profitable proposition for a "live-wire" salesman. Address H. W. No. 338, care of this journal.

CHEMIST.—Manager desires to connect with large progressive concern who can use the services of a healthy-minded thinker and organizer; experienced designer of plants and machinery, manufacturer of fine perfumery, cosmetics, solid or compact rouge, theatrical make-up, liquid soap, stearate of zinc, mascao and a general line of proprietary pharmaceuticals. Credentials and further information will be given interested concerns. Address S. W. No. 318, care of this journal.

An experienced and reliable Perfumer desires position with a good house. Is able to make a full line of perfumes, powders, creams, etc., and all modern articles. Best references. Address S. W. No. 340, care of this journal.

POSITION wanted by married man age 30, five years with leading New York perfumer, have held positions as head stock department, assistant purchasing agent, assistant advertising manager, and assistant to factory manager. Would consider position as salesman. Excellent references from last employer. Address S. W. No. 339, care of this journal.

WANTED.—Chemist who is thoroughly experienced in manufacture of perfumes and toilet requisites. Give references and state salary expectations. Address H. W. No. 336, care of this journal.

OWING to the death of one of our principals of our concern an exceptional opportunity has been made for an up-to-date superintendent and soapmaker, to take charge of factory and of business. Good salary to right party after ability has been proven. Later appointment on board of trustees. Must be resourceful and sober. Old established business. References. Address H. W. No. 335, care of this journal.

A. ALEXANDER

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Graves' XXX Extra French Cologne Spirit

and this fact is being admitted by perfumers every day. Whenever our spirit is properly tested it is never rejected.

TRY A 5-GALLON LOT.

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DISTILLED AND REFINED WITH SPECIAL CARE

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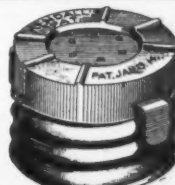
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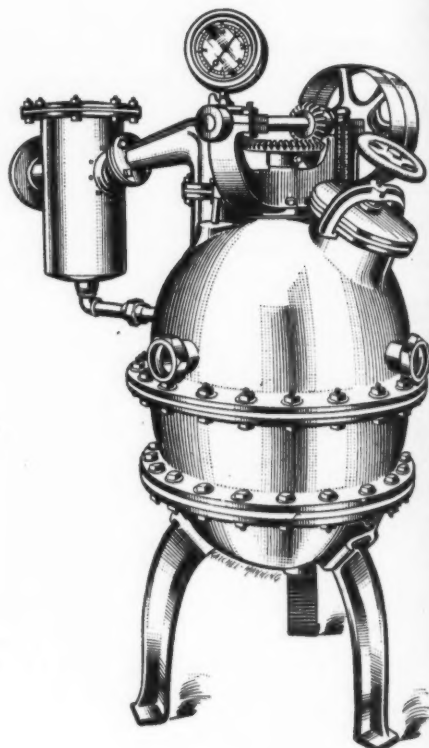
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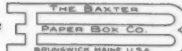
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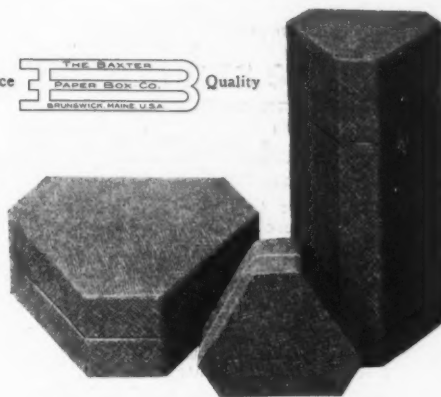
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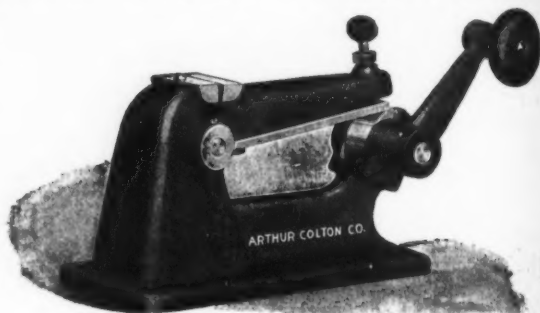
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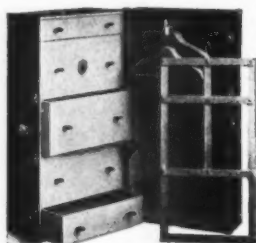


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INDEX TO ADVERTISEMENTS

Addison Litho. Co.	XX	Lorscheider-Schang Co., Inc., The	III, XII
Alderman Fairchild Co.	XXXI	Lueders & Co., George	XXXI
Alexander, A.	XXX	Magnus, Mabee & Reynard, Inc.	XXXIV
Allen & Sons, Ltd., Stafford	I	Marquardt & Co., Inc., H.	XXXI
American Can Co.	Outside Front Cover and IX	Maryland Filling Machines Co.	XXXI
Arabol Mfg. Co.	Inside Front Cover	Maschmeijer, Jr., A.	XXXI
Bagaroff Frères & Cie.	XXII	Mendes Co., J. D.	XX
Barrett & Co., M. L.	XXVI	Mercier Frères & Co.	XXXI
Batzouroff & Fils, Joseph	XIII	Mero & Boyveau	XXXI
Baxter Paper Box Co.	XXXIII	Metal Package Co.	XXXI
Beggs & Graham	XXXVII	Moncal, Sociedad Anonima	XXXI
Bendick Co., Inc., The	XXXVII	Morana, Compagnie	XVII
Bennett & Davis	XXXVII	Muhlethaler Co., Th.	XXXI
Bernard-Escoffier Fils	V	Munter Co., Philip	XXXI
Bertrand Frères	Front Cover and XXII	Naef & Co., M.	Inside Front Cover
Bevan Co., Wm. W.	XXXI	New England Collapsible Tube Co.	XXXI
Bomeisler, Carl	XXXI	Oil Products Co.	XXXI
Brass Goods Mfg. Co.	XXXI	Oxyn Co.	XXXI
Bromund Co., E. A.	XLI	Pappazoglou & Co., Botu	XXXI
Buedingen, Wm., & Son	XXVI	Peerless Tube Co.	XXXI
Burr, Edwin H.	XII	Pennsylvania Oil Co.	XXXI
Burt Co., Ltd., F. N.	XXVII	Petcheff & Co., V.	XXXI
Bush & Co., Inc., W. J.	XXVIII	Pfaltz & Bauer, Inc.	VI
Carr-Lowrey Glass Co.	XVI	Plumly, Eugene K.	XXXI
Chiris Co., Antoine	IV	Plymouth Organic Laboratories	XXXI
Christoff, Christo	XX	Rockhill & Victor	Front Cover, XXII, XXIII
Colton Co., Arthur	XXXVI	Roure-Bertrand Fils	XXXI
Court, Bruno	XXVIII	Rub-No-More Co.	XXXI
Crouch & Fitzgerald	XXXVI	R. V. D. Corporation	XXXI
Daniels, W. B.	Inside Front Cover	Sachse & Co., E.	XXXI
De Haën, E.	VII	Schimmel & Co.	XXXVII
Deppe Söhne, Anton	XXXVII	Schmid, Julius	XXXI
Descollonges Frères	XXXII	Schmitt & Co., Inc., George	XXXI
Dietlin & Co.	II	Schmitz & Co., Dr.	II
Diller, Geo. K.	II	Schuster, Pablo	XXXI
Dupont, Justin	XII	Sethness Co.	XXXI
Elson & Brewer, Inc.	XXI	Smack Co., A. D.	XXXVII
Evergreen Chem. Co.	XXXVII	Société Chimique des Usines du Rhone	XXXI
Excelsior Can Works	XXXIII	Sozio & Andrioli	XXXI
Fougera & Co., E.	XXVII	Sparhawk, Chas. V.	XXXI
Fox & Sons, H. C.	XXXI	Stahl & Jaeger, Inc.	XXXI
French Co., Inc., Benj.	XXXII	Standard Specialty & Tube Co.	XXXI
Fritzsche Bros	I	Stanley Mfg. Co.	XXXI
Gillespie & Co., Geo. H.	XXXI	Staves Machine Co., F. J.	XXXI
Giavandani, Leon	III	Stuart Co., C. H.	XXXI
Graves & Son, C. H.	XXX	Stuart & Peterson Co.	XXXI
Gross & Co., Geo. V.	V	Swindell Bros.	XXXI
Heine & Co.	Insert	Synleuf Scientific Laboratories	XXXI
Heminway & Sons Silk Co., M.	XL	Thurston & Braidich	XXXI
Hugues Aîné	XXXIII	Tin Decorating Co.	XXXI
Imperial Metal Mfg. Co.	XXXI	Toilette Products Co., Inc.	XXXI
Industrial Chemical Co.	XXXI	Ungerer & Co.	Inside Front and Back Covers, I, V, XXXVII
Innis, Speiden & Co.	XXXI	Union Distilling Co.	XXXI
Ising, Chas. F.	XXXV	Union Talc Co.	XXXI
Jarden Litho Co., The	XXIV	U. S. Metal Cap & Seal Co.	XXXI
Joseph, Irwin S.	XXXII	Van Dyk & Co.	XXXI
Kiefer Mach. Co., Karl	XXXVIII	Van Dyk, L. A.	XXXI
Krause, Richard M.	XV	Venice & Platore Co.	XXXVIII
La France Cosmetic Co.	XXXI	Washbourne & Co., Inc., F. L.	XXXI
Lathrop & Co., Inc., H. R.	XXXIII	Wheeling Stamping Co.	XXXI
Lautier Fils	III	Whitall Tatum Co.	XXXI
Lévy, Maurice	XXXI	Whittaker Co., W. H.	XXXI
Limbart & Co., J. N.	XXXI	Wilson, Donald	XXXI
		Wirz, Inc., A. H.	Outside Back Cover and XI

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